

THE NATIONAL

JANUARY 15, 1955

# Provisioner

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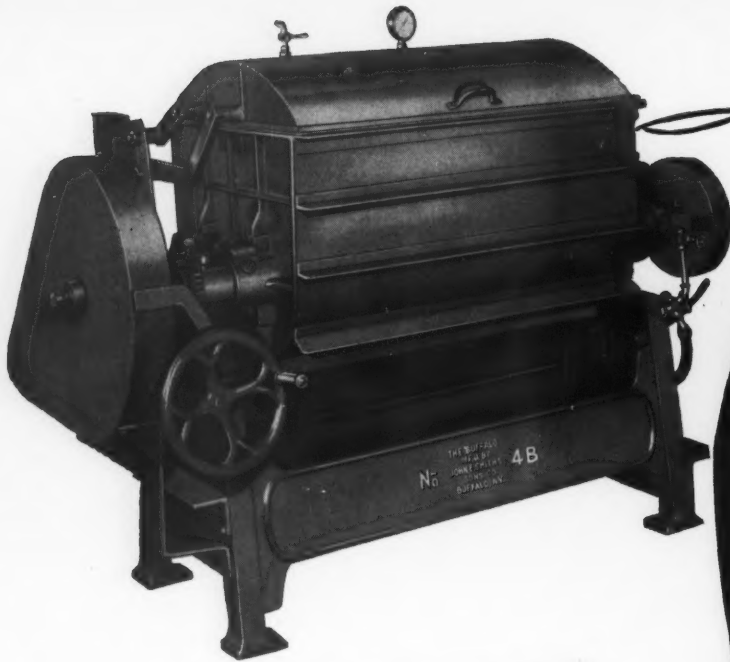
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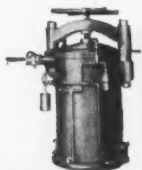
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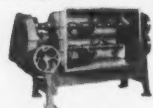
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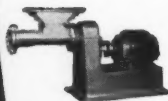
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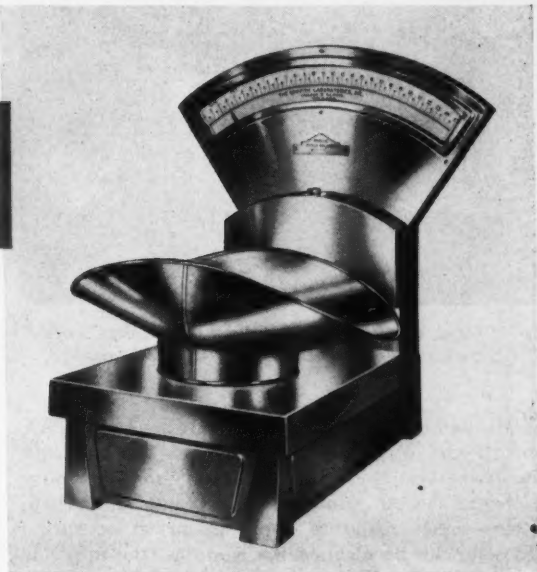


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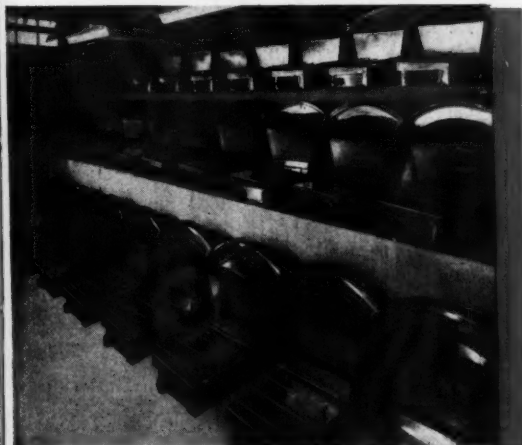
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U.S.A.

# THE NATIONAL *Provisioner*

VOLUME 132 JANUARY 15, 1955 NUMBER 3

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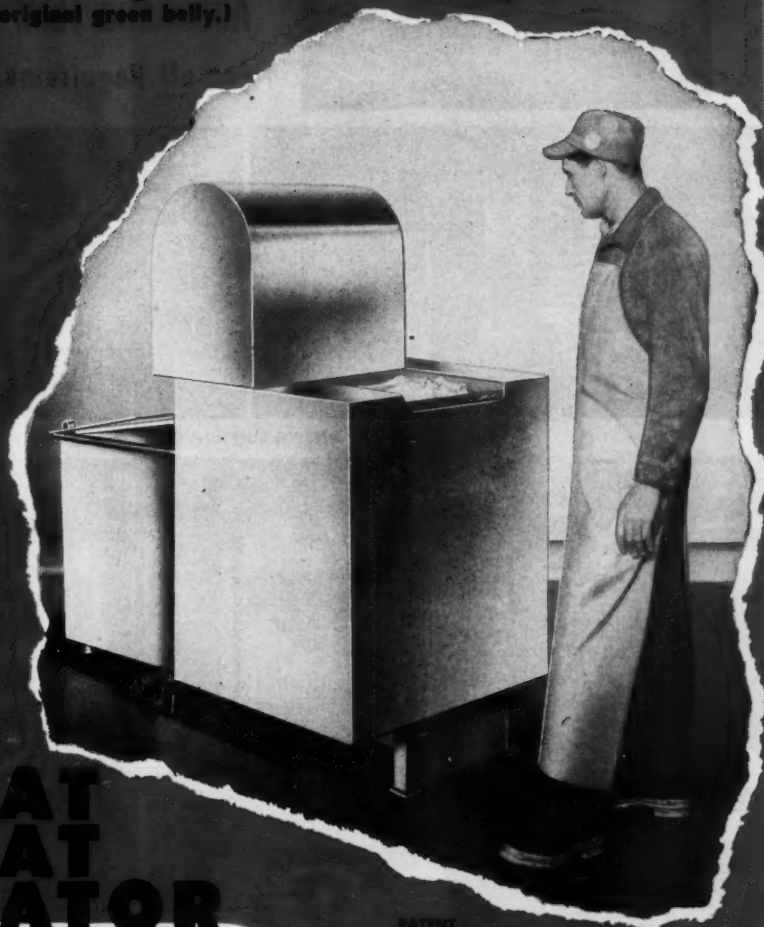
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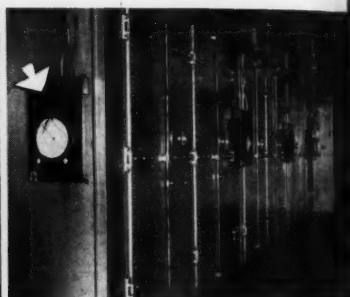
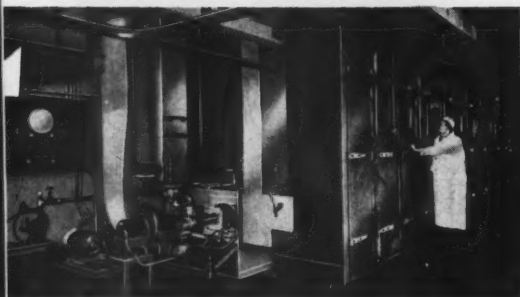
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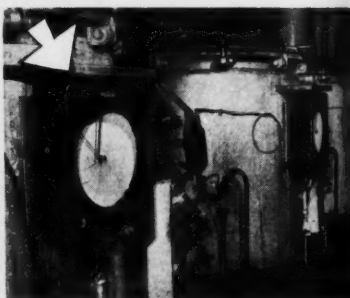
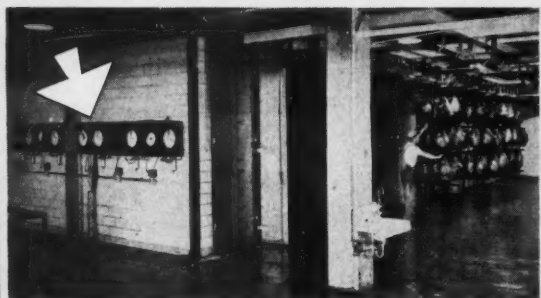
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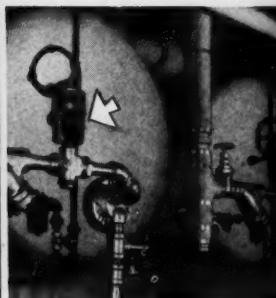
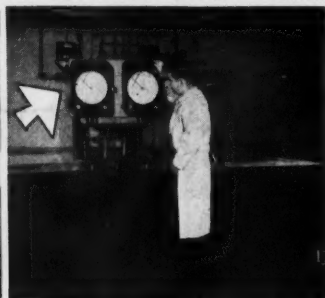
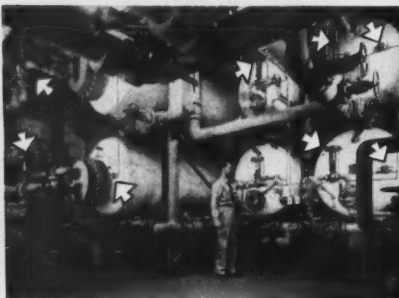
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For all Requirements of the Meat Packing Industry



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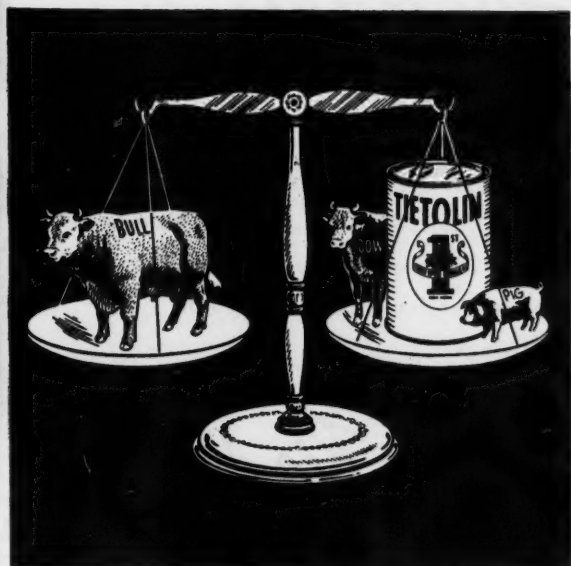
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# Have you looked at the price of pork trimmings lately?

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Pork trim., reg. 40% bbls. ....	@15
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Pork trim., 60% lean bbls. ....	8 1/2 @ 20 1/2
Pork trim., 65% lean bbls. ....	4 1/2
Pork head meat ..... 20	@ 20 1/2
Pork cheek meat, trim. ....	27 1/2 @ 20 1/2
1/2" corn meat, bbls. ....	27 @ 20 1/2
Beef meat, lean, bbls. ....	22 1/2
Beef trim., 75% bbls. ....	20 @ 20 1/2
Beef trim., 85% bbls. ....	21 1/2
Beef, chucks bbls. ....	27
Beef, chuck meat, trim. ....	10
bbls. ....	10 1/2 @ 17
Beef head meat, bbls. ....	27
Shank meat, bbls. ....	20
Veal trim., lean, bbls. ....	20
FRESH PORK AND PORK PRODUCTS	

Now save money with lower-priced pork trimmings and  
**BALANCE YOUR MEAT FORMULA WITH TIETOLIN!**



TIETOLIN uniformly binds lower-priced materials such as jowls, beef trimmings and pork fat—gives your meat products smoother texture, greater uniformity, better taste and greater yield. TIETOLIN gives you balanced binding power and quality performance. As a well-known sausage maker put it: "Tietolin finishes the product with indications that only the best of meat has been used."

TIETOLIN contains no cereal, no gum, no starch. Fully approved for use in federally inspected plants. Write for sample drum or leaflet P-11.

**TIETOLIN—first and foremost specially processed albumin binder. Imitated but never duplicated!**

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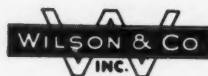
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You're proud of your formula... your ingredients... your care in processing. So don't gamble the *goodness* you put in your sausage... specify Wilson Natural Casings. Exact testing and careful inspection make sure they're always uniform in strength, tenderness, appearance. Protect that flavor you're proud of with Wilson Natural Casings.

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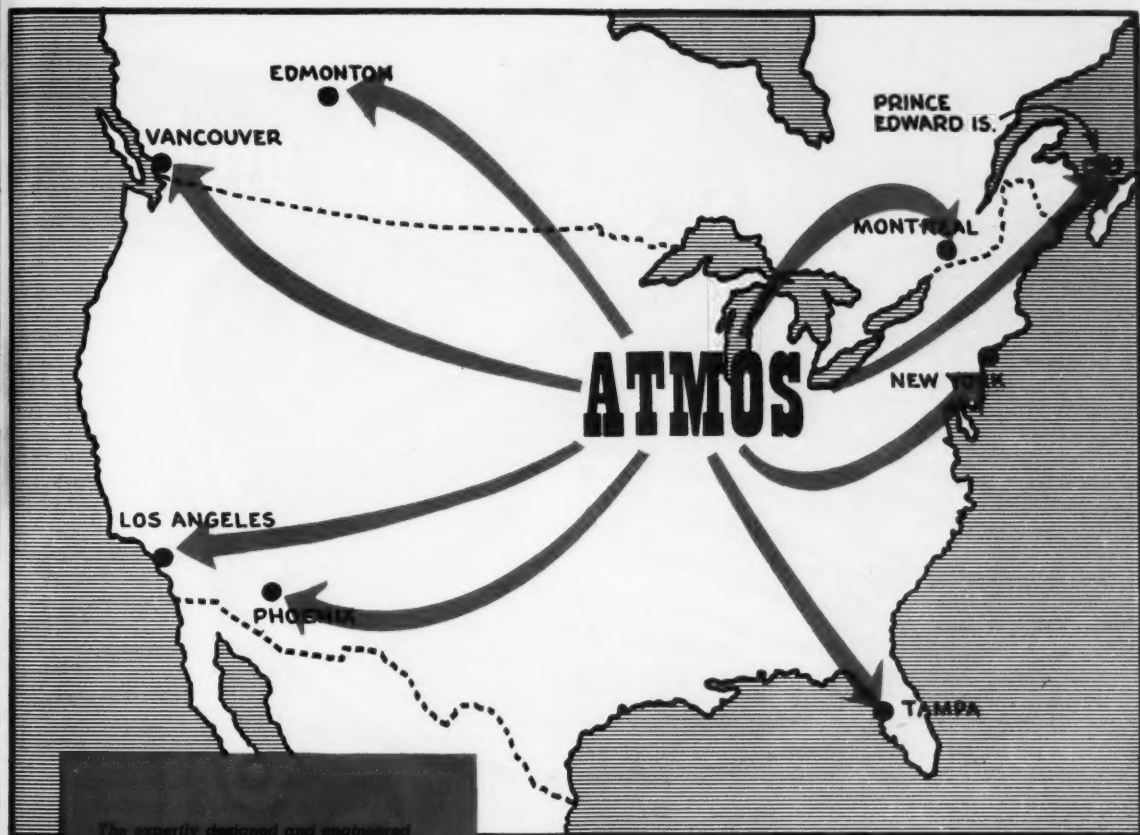


THE NATIONAL PROVISIONER



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# News and Views

THE NATIONAL

## PROVISIONER

VOL. 132 No. 3  
JANUARY 15, 1955

### Test Tube Competition

This week we watched a new version of the old play, "Science Runs Faster," which is sometimes known as, "No One Will Keep Your Arteries From Hardening Except Yourself." Perhaps it would be more correct to say that this was the next to final scene of the play; earlier action had already foreshadowed what was revealed this week.

The occasion was the unveiling (see page 26) of a new product which may be used by the meat industry in place of a material which has been a by-product of packing-house operations for generations.

We do not intend to comment on the merits of the new item, or to predict with respect to the time and extent of its acceptance. While admiring the knowledge and skill that went into its discovery, we must admit that its advent is disturbing as well as challenging.

The development does emphasize that the meat industry must run faster and better to find new outlets to replace shrinking markets for its by-products, or it must take other steps to insure the purchase of livestock at prices in closer relationship to the total values it can expect to receive for the major meat products it sells. Something must "give" somewhere if the by-product credit continues to shrink and the relative values of some of the edible offal items do not improve.

We believe that the industry must recognize that the future will see the development of more and more "substitute" materials to compete with products of which it now, somewhat complacently, considers itself to be the sole source. If meat packers buy certain items for their own use on the basis of merit, cost and consumer acceptance, at the same time closing the door on some of their own products, they can scarcely expect different treatment from other industries and the public.

Research can't do much to save a moribund horse; next time, let's get there "fustest with the mostest."

**Action to Establish** a National Beef Council, in co-operation with packers and other segments of the beef industry, was approved Wednesday by the American National Cattlemen's Association at the group's annual convention in Reno. Delegates, who re-elected Jay Taylor as president, authorized Taylor to name a committee to begin enlisting industry-wide support, acting initially as the coordinating agency. Goal of the Beef Council would be to encourage further the consumption of beef and beef products.

The question of how to finance the council was left for later decision by those cooperating from the industry as a whole. R. C. Pollock, National Live Stock and Meat Board consultant, told the convention earlier that, to be effective, a nationwide sales promotion advertising program for beef should be set up on a five-year basis and would cost \$2,000,000 to \$5,000,000 a year, depending upon the completeness of the coverage and the channels to be used. Many special segments of the population, including babies and the overweight, should be considered in the presentation of beef's story, he said.

In other action of interest to packers, the American National amended its by-laws to establish a separate and distinct standing committee for feeder problems, offering feeders greater opportunity to participate in research and development. More than 1,500 cattlemen chalked up a record attendance at the convention. Don Collins, Kit Carson, Colo., was elected first vice president.

**The Incongruity** of packers' low profit margins in the light of high volume and the nation's economic prosperity will be emphasized during the first general session of WSMFA's ninth annual meeting February 15, 16, 17 and 18 at the Sheraton-Palace Hotel, San Francisco. Nate Morantz, WSMFA chairman and president of State Packing Co., Los Angeles, will address the opening general session Thursday morning, February 17. His topic will be "A Profitless Prosperity." Following Morantz with suggestions for improving the profit picture will be Norman Brammell, president of Food Management, Inc., Cincinnati, who will speak on "Cost Control."

A housewife, a retail consultant and an agricultural publisher will give their views about meat and its marketing during the Thursday afternoon general session. Mrs. Robert Mather, an Oakland housewife, will speak on "Consumers Take a Look at Meat." "Modern Trends in Retailing" will be discussed by Don M. Peckham, meat research consultant, Brewster Research service, a division of Safeway Stores, Inc., Oakland. Nelson R. Crow, publisher of *Western Livestock Journal*, will discuss "How the Marketing of Livestock and Meat Can Be Improved."

Speakers will look into the future at the concluding general session Friday afternoon. "The 1955 Business Outlook" will be analyzed by Professor William A. Spurr, School of Business Administration, Stanford University, Palo Alto. Tony Whan of Pacific Indoor Advertising Co., Los Angeles, will tell what he means by "Their Future Is In Your Hands," and U. S. Senator William F. Knowland of California will discuss "Peaceful Co-existence and Our Foreign Policy." Directors and officers will be elected earlier on Friday at the general business session.

**A Public Hearing** on TCFB Application C-1243, which would reduce westbound freight rates on fresh meats and packinghouse products 50c per cwt., has been set for Monday, March 7, in Chicago by the Freight Traffic Managers' Committee, Trans-continental Freight Bureau, Association of Western Railways.



RAY SCHWEIGERT, president:  
He turned the corner.



THEN—a butcher shop sandwiched between a food market and a broken down theater on a Minneapolis street.

From a butcher shop to a sausage kitchen stuffed with engineering innovations, here's how Schweigert firm

## Turned Corner to Success

**N**OT only do the facts of the phenomenal growth of the Schweigert Meat Co., Inc. of Minneapolis read like movie script, but the firm's new three-stuffer sausage kitchen is housed in what formerly was a theater.

The office of the plant's youthful president, Ray Schweigert, occupies the former projection room area. The lens portal area was made into a window from which he can look down upon the stuffing and manufacturing operations. The new sausage kitchen, one of the newest in the northwest, represents the fourth major expansion of the firm under his management.

In 1936, Ray Schweigert opened a retail butcher shop in which, during his first week, he grossed \$5.00. Last year, upon the completion of his modern sausage plant and the acquisition of a wholesale meat plant in downtown Minneapolis, he was elected a member of the Young Presidents Club. Membership in this organization of businessmen requires that: 1) The prospective member be a president of his firm before reaching his 35th birthday; 2) He employ more than 100 people, and 3) Have over \$1,000,000 in sales.

The new plant is marked with signs of the firm's progressive policies which have contributed to its rapid growth. As a retailer, Schweigert moved to the plant's present location in 1941 and continued in business as

a dealer until 1947 when he entered the sausage field. Last year, the firm acquired the theater abutting its property and transformed it into a sausage kitchen. All of the manufacturing, cooking, packing and holding coolers are part of the refurbished building. The firm still leases part of the plant to a combination grocery-meat market.

Schweigert still looks upon retail cutting as his first skill. With the fast pace of expansion, he said, he has had many a day when he had butterflies in his stomach. The key to the firm's success is the old formula of consistent quality in product, painstaking attention to plant cleanliness and hard selling.

When he opened his sausage kitchen neither Schweigert nor his plant manager, Norman Polster, who started with him in the butcher shop, were skilled in the art of sausage making. Their first efforts at standardization met with resistance from the plant's first sausage maker. The solution to this problem was the resignation of the sausage maker, a bold decision for two novices to make.

Now the sausage maker supervises the manufacturing steps and focuses his attention on the critical chopping operation.

To assure the attainment of its objectives of quality production and a highly sanitary plant, management designed its establishment with these

two factors controlling the actual layout of equipment and product flow.

To obtain a straight flow through of product from raw meats to finished sausage, receiving facilities would normally have to be provided at the front of the building. However, since the firm is located on a main street, Schweigert considered this undesirable as it would detract from the appearance of the plant and also present a parking problem. As the company owned the property facing the rear of the plant, it was decided to construct here a large paved apron where the loading and receiving operations are performed. This area, unhampered by any flow of traffic, is large enough to park a number of vehicles for multi-truck loading. The last named is an important factor since the firm's driver-salesmen, once they are checked out by the shipping clerk, load their own vehicles. Under present arrangements they are not compelled to park at a distance from the plant, and spend time walking to and from the plant or to wait to park.

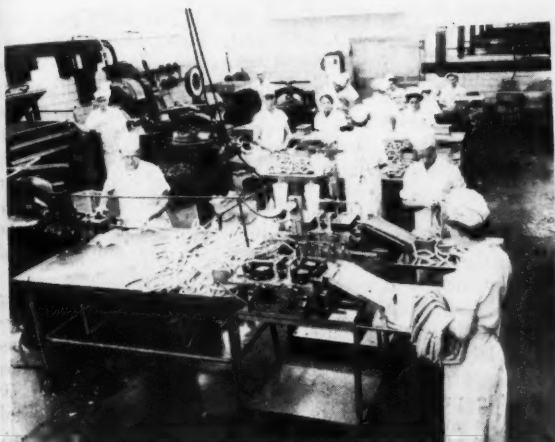
All meats coming into or going out of the plant are checked at one central point in the rear by the shipping clerk. The only backtracking in material flow is the movement of the green meats into the holding coolers located in the front of the plant. Since these meats come in barrels or boxes, they can be shifted readily.

Within the main green meat hold-

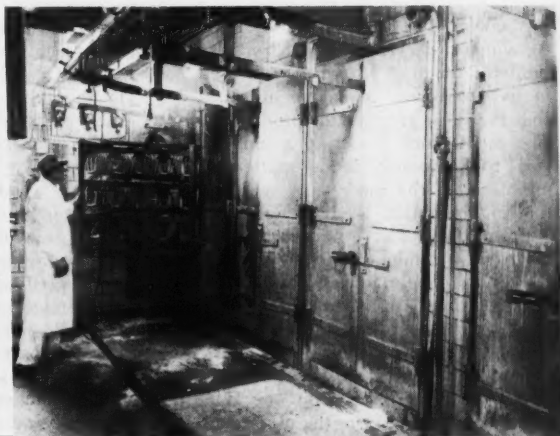




**NOW**—a striking meat plant that already is grossing \$1,000,000 a year. Old trucks are used in promotion.



**STUFFING TABLES** are located between manufacturing equipment and rail spurs. All piping is concealed in floor.



**NEW BANK OF smokehouses** are fired directly by controlled gas flame which results in rapid heat buildup.



**AMPLE WORK AREA** and engineered lighting contribute greatly to efficiency of workers in packaging room.



**RACKS** in holding bays of cooler are made of stainless steel supported by upright steel posts.



**NORMAN POLSTER**, center, plant manager, inspects stuffing-linking operations on bologna. Woman places surplus product in pan on convenient shelf at right.

ing cooler the firm has a General Machinery slicer. Although only a limited amount of frozen meat is used in its operations, management states that the slicer greatly aids production. The meat block is cut to a uniform size for grinding in a matter of minutes and the messy and wasteful thawing operation is eliminated.

From the coolers the green meat moves in a straight line through the rest of the manufacturing and cooking operations. In the manufacturing area, which is equipped with Buffalo sausage equipment, the stuffing tables occupy the center space. All manufacturing is performed on one side of the stuffers and from the other side the product moves away on rail cages. This arrangement of equipment minimizes the movement of mixed or

chopped product since the mixer and cutter are only a step or two back of the stuffers.

On the takeaway side, two spurs per table project toward stuffing tables from the main rail system. Steps are saved in getting the filled stick onto the cage.

In its manufacturing procedure the firm takes several steps to assure top quality of product. First, the stuffers are equipped with Cesco magnetic traps. Management feels that with virtually all of its raw material coming in either barrels or metal strapped boxes, there is some risk of getting foreign substances into the product. To make certain that this material does not end up in the finished product it has installed these metal traps.

For a similar reason the company

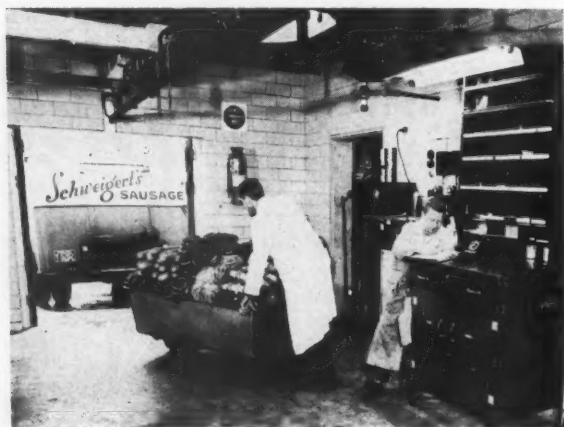
has lined the storage unit of its Vilter ice-making machine with stainless steel. With a wooden lined storage compartment there is always a possibility that a piece of wood may become embedded in the ice and find its way into the product. The stainless steel lining eliminates this possibility.

There are other features within the manufacturing room which give evidence of attention to detail. One is the hooded vent located directly over the stainless steel kettles. Since it is located in a residential neighborhood, the firm had no desire to arouse ill will through venting greasy vapor. The specially designed hood prevents the escape of grease. The hood has an inner recessed plate which provides a restricted opening through which vapors pass. Condensible material is trapped on striking the plate. The remaining vapors then pass through a stainless steel strainer which catches the balance of the grease. The strainer is removed periodically for cleaning.

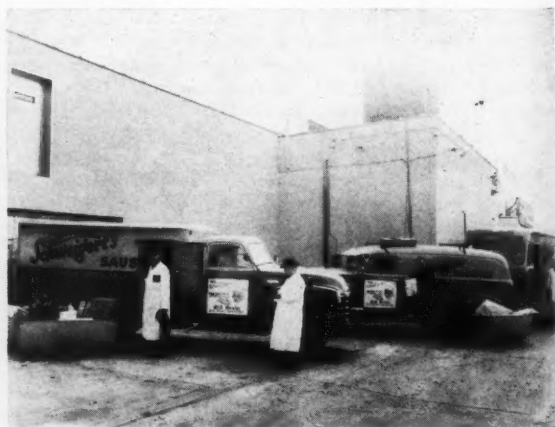
Since much of the firm's product is hand-linked, illumination was considered important enough to call for consultation with the local utility company on the installation of the lights. The result is that nowhere in the room is there a shadow. Not only does the high level of lighting increase the efficiency of the hand linking operation, but it also heightens the sense of well-being of the employees and helps keep sanitation high.

All the piping for the manufacturing room is placed in the floor. There are no pipes to present additional cleaning problems or to require protection from sausage trucks. Even the air exhaust from the stuffers is vented into the engine room in the basement. Because of its flexibility and durability,

(Continued on page 49)



**YOU CAN'T** fall off a loading dock in this plant. Product moves in and out from street level shipping room. Each driver loads his own



vehicle in uncongested parking area behind plant, product being supplied via sausage truck.



# Armour Earnings Drop to \$1,557,092; 'Substantial Progress' Seen for 1955

Net earnings of Armour and Company, Chicago, amounted to \$1,557,092 for the fiscal year ended October



F. W. SPECHT

30, 1954, down sharply from the previous year's \$10,339,164. F. W. Specht, president, told stockholders in the company's annual report. A federal tax credit of \$3,507,000 boosted net income for fiscal 1954 to \$5,064,092. Dollar sales were down 1.6 per cent to \$2,056,149,407 despite a 1 per cent increase in tonnage sales, Specht revealed.

"Unfavorable results for the 1954 fiscal year were due principally to losses in pork operations," Specht said. "Hog supplies were very short and competition for the limited number of hogs available raised prices to very high levels. There were plentiful supplies of beef and poultry, and consumers resisted paying prices for pork consistent with hog prices. The result was a price squeeze, and our gross margins were insufficient to cover processing and selling expenses. In the final quarter of the fiscal year, the squeeze was relieved by increased hog marketings."

(Specht reported earlier that Armour had an operating loss of \$2,855,582 for the 44 weeks ended September 4, due largely to the shortage of hogs during that time. Net earnings, while

low, reflect a substantial recovery during the final quarter.)

Armour will benefit by an annual tax saving of up to \$1,560,000 because of the recent redemption of the company's preferred stock for 5 per cent debentures and common stock warrants, Specht pointed out, since interest on the debentures is deductible for corporate income tax purposes whereas dividends on the preferred stock were not.

"Through this action, together with the forward steps taken to modernize our plants and improve efficiency, the company has been considerably strengthened for the future," he said.

Specht reported "excellent progress" in modernizing and realigning the Chicago plant operation. Curing, smoked meat and sliced bacon facilities formerly located in 18 separate buildings have been consolidated into efficient straight-line operations, new loading facilities for trucks have been installed, the new sausage kitchen is operating and other facilities also have been added or improved. New facilities for slaughtering, chilling, cutting and further processing of hogs will be in operation this month, he said.

While the \$10,000,000 improvement program at the Chicago plant took the major share of 1954's capital expenditures, other facilities also were modernized, Specht added. A new sausage kitchen and new carcass coolers were completed at Memphis Packing Co., a division of Armour, and new smoked meat and sliced bacon departments will be completed shortly. The

Chamberlain division of Armour in Boston also occupied a new building during the year.

"Projections for 1955 indicate a favorable livestock supply situation," Specht said. "Total cattle slaughter is expected to approximate the high levels of 1954. The hog supply is expected to increase. Poultry reached a new high in 1954 and is likely to remain at a high level.

"With the improvements we have made, favorable supplies of livestock, continued high consumer demand and generally improved business conditions, 1955 will be a year of substantial progress for Armour and Company," he predicted.

The consolidated statement of earnings and earnings employed in the business of Armour and Company and domestic subsidiaries is at lower left of page.

## Suit Attacks Armour Plan To Redeem Preferred Stock

The Superior Court in Chicago has been asked to declare Armour and Company's recently redeemed 6 per cent convertible prior preferred stock still in effect as a dividend earning security with voting rights.

The ruling is sought in a suit filed this week on behalf of all holders of the stock by Johnston A. Bowman, a vice president of Bowman Dairy Company, who holds 1,000 shares of the stock which he did not submit on the redemption date last month. Armour and Company and its 15 directors are named defendants.

Holders of 70 per cent of the 500,000 preferred shares early last month approved a management plan for redemption, which called for the exchange of the shares for interest-bearing debentures and common stock purchase warrants. Bowman's suit charged that the bond offer, in effect, made debtors of the preferred stockholders and asserted that the stock should have been called according to original terms of the issue.

## Phosphate Patent Suit

A suit seeking treble damages for patent infringement has been filed against Kingan Inc. in federal court in Richmond, Va. by Hall Laboratories, Inc., Pittsburgh, Pa. The Hall patent U.S. 2,513,094 involves the use of sodium tripolyphosphate, sodium hexametaphosphate, potassium "octametaphosphate" and other phosphates in the curing of meat. In addition to treble damages the Hall Laboratories seeks an accounting for alleged past infringement and an injunction against continuing infringement.

	52 Weeks Ended Oct. 30, 1954	Oct. 31, 1953
<b>Income</b>		
Sales, including service revenues	\$2,056,149,407	\$2,088,805,969
Dividends from foreign subsidiaries	382,065	513,756
Other income	1,596,988	751,846
<b>Total income</b>	<b>\$2,058,128,460</b>	<b>\$2,090,071,571</b>
<b>Costs</b>		
Cost of products, supplies and services	\$1,063,679,845	\$1,922,789,371
Selling and administrative expenses	111,349,042	106,404,648
Depreciation	13,041,379	12,302,061
Contributions to employees' pension funds	6,086,098	5,633,521
Interest expense:		
Current debt	2,907,618	3,056,739
Long term debt	4,134,329	4,296,357
Miscellaneous deductions	1,932,774	1,478,083
Taxes (other than income taxes)	12,323,747	12,291,749
Provision for Federal income taxes	1,275,000	10,797,148
Provision for other income taxes	220,065	308,608
<b>Total costs</b>	<b>\$2,056,950,485</b>	<b>\$2,079,353,290</b>
<b>Earnings</b>		
Domestic companies	\$ 1,177,975	\$ 10,718,281
Deficit of foreign companies—incurred in 1953, restored by earnings in 1954	379,117	(379,117)
<b>Net earnings for the year</b>	<b>\$ 1,557,092</b>	<b>\$ 10,339,164</b>
Adjustment of reserve for Federal income taxes as a result of final settlement of 1941-1945 liability	3,507,000	—
<b>Net earnings and special credit</b>	<b>\$ 5,064,092</b>	<b>\$ 10,339,164</b>
<b>Dividends</b>		
Paid in 1953 on \$6 Prior Preferred Stock, \$6 per share	—	3,000,000
	\$ 5,064,092	\$ 7,339,164
<b>Earnings Employed in the Business</b>		
At beginning of the year	129,015,349	121,076,184
At end of the year	\$ 134,079,440	\$ 129,015,345



# RUBBAIR DOORS

Between refrigerators and packing rooms, loading docks and warehouses save time and money, expedite materials handling. They're flexible, lightweight, economical, safe, double-action.



Check these advantages! . . .

- REDUCE NOISE, INDUSTRIAL FATIGUE, INJURIES TO PERSONNEL
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**MEATS**  
FROM THE LAND O' CORN

**THE RATH PACKING CO., WATERLOO, IOWA**

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### Sturdy, Stainless Steel BACON HANGERS

SMOKESTICKS

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## Indiana Packers Must Label Items With Net Weight; State Plans Crackdown

Hoosier packers apparently are going to have to pay the price in unjustified consumer resentment, at least, of an outmoded Indiana law requiring that net weight be stamped on pre-packaged products before they leave the plant.

The Indiana State Board of Health, Division of Food and Drugs, has announced that a statewide survey of pre-packaged meats will be undertaken by its personnel beginning February 1 and "appropriate regulatory action will be taken against any misbranded products found on the market at that time."

The Indiana Food, Drug, and Cosmetic Act of 1949 provides that food in package form is "misbranded" unless it bears a label containing, among other requirements, "an accurate statement of the quantity of the contents." Leaving a blank space to be filled in by a retailer does not comply with the law, the Division of Food and Drugs announced.

The Division said that many packers have not been stamping net weight on packages and that it believed "these violations are the result of lack of understanding."

One state, New York, recently corrected its own "lack of understanding" about the inevitable shrinkage of processed meat products by relieving packers from a similar net weight marking requirement. New York now requires the retailer, rather than the packer, to mark the net weight at the time the package is offered for sale to the consumer, thus insuring the consumer that he gets what he pays for and is not being "shorted" by the packer, who has no control over weight loss through shrinkage after the product leaves his plant.

Most net weight marking laws, including Indiana's, were passed when pre-packaging was being done almost exclusively by retailers.

## President to Reveal Tax Program Details Monday

Details of President Eisenhower's tax program will be revealed Monday, January 17, when his annual budget message is sent to Congress.

So far, the President has disclosed only that he will ask for extensions of the present 52 per cent corporation income tax rate and excise tax rates. The House Ways and Means Committee is expected to take up the corporate tax extension about the middle of February. The rate now is set to drop to 47 per cent April 1.

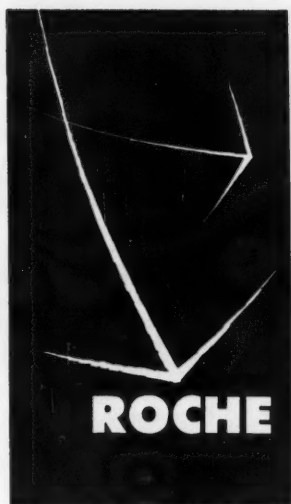
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You get **THESE ADVANTAGES**  
for your cooked, cured,  
and comminuted **MEAT FOOD PRODUCTS**  
when you use  
**ROCHE ASCORBIC ACID**  
or **SODIUM ASCORBATE**  
as permitted by M.I.B. Memos Nos. 194 and 205

**1. GREATER EFFICIENCY.** You get more efficient and economical utilization of your smokehouse, less chance of undercured spots and better retention of color in your finished product when you use Roche ascorbic acid or sodium ascorbate. This means real savings for you.



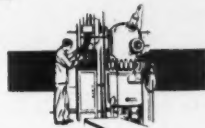
**2. TECHNICAL ASSISTANCE.** The Roche brochure on the use of ascorbic acid and sodium ascorbate in your meat products is available without charge. Also, Roche representatives and technical personnel are ready to help you at all times.

**3. CONVENIENCE.** Roche ascorbic acid and sodium ascorbate are available in powder form for easy addition to meat chop or seasoning. Both are highly soluble for easy, quick preparation of solutions.



**4. QUICK DELIVERY** of Roche ascorbic acid and sodium ascorbate is assured from convenient warehouse points throughout the U. S. Normal transportation is prepaid.

**5. STEADY SUPPLY.** Roche is a sure source of supply. Ascorbic acid is vitamin C and we make it, and sodium ascorbate, *by the tons*.



**6. VITAMIN HQ.** Roche is your headquarters for information about other vitamins, such as vitamin A, which we also make *by the tons*.

**7. PACKAGING.** Roche ascorbic acid and sodium ascorbate are packaged in a wide range of container sizes in avoirdupois and metric quantities. Packed in protective polyethylene bags inside fibre drums.



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**HOFFMANN-LA ROCHE INC.**  
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Pacific Coast distributor: L. H. BUTCHER COMPANY  
San Francisco (Market 1-4210) • Los Angeles (Angelus 2-4101)  
Seattle (Elliott 1856) • Portland (Broadway 6564)  
Salt Lake City (9-3856 or 9-1803)  
In Canada: Hoffmann-La Roche Ltd., 286 St. Paul Street, West,  
Montreal, Quebec (Plateau 8968)

# Wilson Reports \$3,123,578 Profit for 1954; Sales, Earnings Show Increase

Sales of Wilson & Co., Inc., Chicago, and domestic subsidiaries for the fiscal year ended October 30, 1954, were \$680,465,733 as compared with \$674,840,249 in the previous year, James D. Cooney, president, told stockholders this week in the company's annual report. Net earnings after all charges and provision for taxes were \$3,123,578, or \$1.03 per share on the common stock, as compared with \$3,035,999, or 98c per share, in the previous fiscal year.



J. D. COONEY

"Results in some lines of our domestic business were satisfactory," Cooney said. "In others, they were disappointing. The beef division, which was able to process a substantial volume as a result of heavy cattle marketings, operated profitably. In sharp contrast, market supplies of hogs during most of the fiscal year were substantially below the normal operating capacity of the pork processing industry, and results from pork operations were very unsatisfactory."

"During the year we experienced an increased tonnage in our manufactured and processed food products, and with some exceptions, the results were generally profitable."

"The dairy and poultry division's operations were profitable, and represented an improvement over the preceding year. However, substantial market price declines in fowl and eggs made the results of this division of the business disappointing. In the

non-food products divisions, those producing athletic equipment, pharmaceuticals, gelatin, industrial acids, fertilizers and animal and poultry feeds made satisfactory earnings. Sales of athletic equipment established another new high during the year."

Domestic working capital on October 30, 1954, was \$39,265,496, as compared with \$37,022,041 a year earlier. Short term bank loans at the end of the 1954 fiscal year were \$25,250,000, or \$3,290,000 more than a year ago.

In its annual report, the company followed the policy established in 1953 of publishing separate financial statements for domestic and foreign operations. Foreign subsidiaries showed total net earnings last year of \$2,505,969, as compared with \$1,218,045 in 1953. With the exception of Argentina and Germany, each foreign subsidiary operated profitably. Only dividends from foreign subsidiaries are included in the income accounts of the parent company. These dividends totalled \$465,478 in 1954.

Cooney said that "a new, fully modern poultry processing plant is being completed at Cumming, Ga. At two of our most strategically located meat packing plants, Cedar Rapids, Iowa, and Albert Lea, Minn., additions were made which have increased our capacity to process our branded meat products."

Regarding the outlook in the meat packing industry, Cooney was generally optimistic. "Beef supplies in 1955 are expected to continue large," he pointed out. "They may equal last year's record level. From a volume standpoint, the longer-term beef outlook also continues to look favorable. Cattle inventories remain at near-

record levels, even though slaughter has increased 50 per cent in the past three years.

"Pork supplies in 1955 should be larger than last year, particularly during the first half of the year. Hog slaughter during this period will reflect a 16 per cent increase in the 1954 fall pig crop, as estimated by the U.S. Department of Agriculture. The department also estimates an increase of 5 per cent in the 1955 spring crop, which indicates that slaughter may be well maintained during the latter half of the year. In addition to expected liberal marketings of livestock, abundant supplies of all dairy and poultry products and shortening raw materials are indicated.

"This supply outlook, combined with good prospects for a continuing high level of consumer incomes, should present ample opportunities to merchandise a substantial volume of products in a healthy market environment. While the future is always uncertain, we believe the outlook in our industry and developments in our company provide a sound basis for expecting 1955 to be a year of good accomplishment."

The consolidated statement of income and retained earnings of Wilson & Co., Inc., and its domestic subsidiaries is shown in table at left.

## France to Use Price Props To Increase Oilseed Output

The French government has announced a price-support program for fats whereby it hopes to increase oilseed production at home and in its overseas possessions, the Foreign Agricultural Service has revealed. Two decrees provide for the organization of a market for edible oils aimed at greater self-sufficiency in vegetable oils.

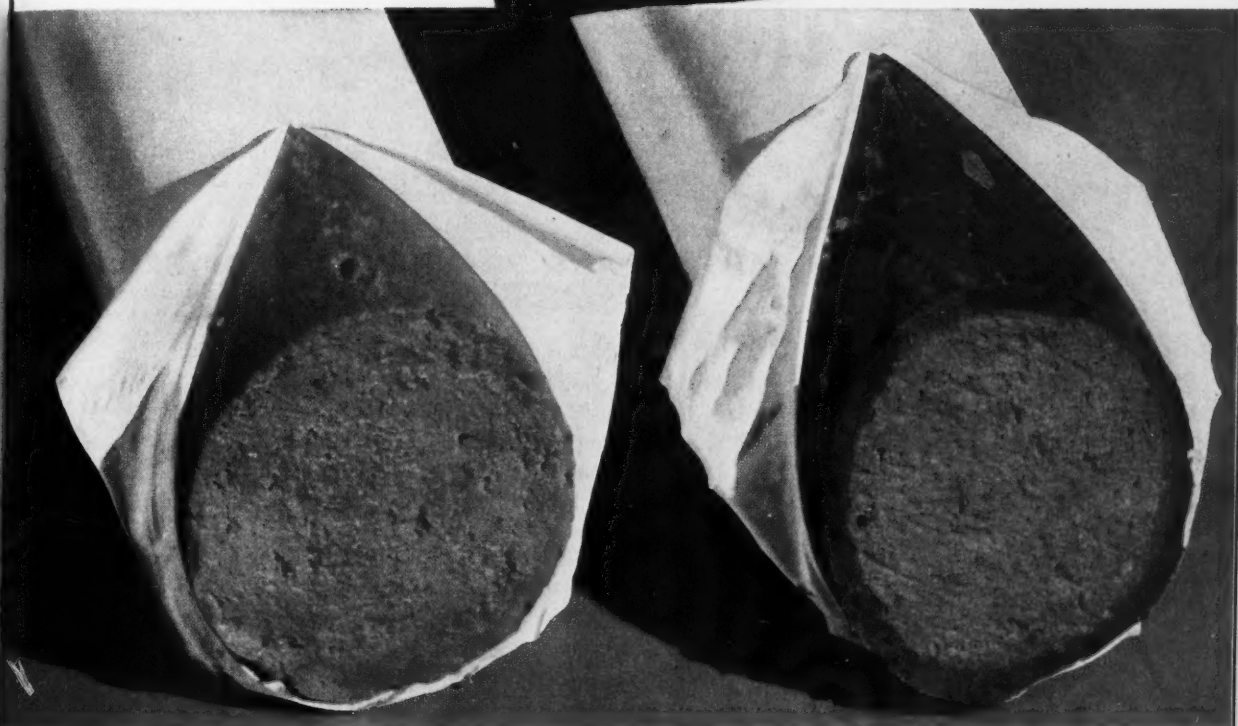
The first provides for the establishment of prices for oilseed crops through 1959, the creation of a market support fund and oilseed production quotas. The second decree provides for base prices allowing for fluctuations and the establishment of a marketing fund to pay the farmer the difference between the market price and support price.

## Materials Handling Show

The 1955 National Materials Handling Exposition has been set for May 16-20 in the new exposition hall of the International Amphitheatre, Chicago, Clapp & Poliak, Inc., New York, producer of the event, announced. A Materials Handling Conference will be staged concurrently. Theme for the show and conference is "The Concept of Obsolescence."

	52 weeks ended October 30, 1954	52 weeks ended October 31, 1953
Net sales and operating revenues	\$680,465,733	\$674,840,249
Dividends received from foreign subsidiary companies	465,478	18,281
Interest on securities and miscellaneous other income	169,726	84,779
	\$681,100,937	\$674,943,309
<b>Less:</b>		
Cost of goods sold, including provision for replacement of "last-in, first-out" inventories but excluding items below	\$609,894,309	\$606,180,542
Selling, general and administrative expenses	58,568,255	56,451,722
Depreciation	3,049,955	2,991,094
Taxes (other than taxes on income)	2,966,640	2,860,651
Interest charges	1,345,855	1,489,515
Minority interest in net income of consolidated subsidiaries	52,345	46,872
Provision for federal taxes on income	2,100,000	1,896,914
	\$677,977,359	\$671,907,310
Net income for the year	\$ 3,123,578	\$ 3,035,999
Earnings retained at beginning of year	42,715,548	39,045,538
Excess of recorded value over cost of preferred stock retired	63,926	46,513
Excess provisions in prior years for federal income taxes, etc.	.....	1,500,000
	\$ 45,003,052	\$ 43,628,053
Deduct—Dividends paid in cash on \$4.25 preferred stock (\$4.25 per share in each year)	893,060	912,507
Earnings retained and used in the business at end of year	\$ 45,000,992	\$ 42,715,548

# **New!** the right casing for better liver sausage and braunschweiger **VISKING MP\*** Fibrous



This is an unretouched color photograph of two pieces of liver sausage held in the same cooler at a temperature of 40° fahrenheit for three weeks. Despite the fact that it was held longer than you would hold any liver sausage or braunschweiger, the piece on the left, packed in the new **MP FIBROUS**, shows no deterioration of the product.

**STRONG! STUFFS UNIFORMLY! NO SHATTERING IN SLICING!  
NO DRYING OUT! NO PROCESSING LOSS! NO DISCOLORATION!**

Here's a casing you'll cheer!

It's the climax of five years of laboratory development . . . the casing you've always wanted, but wondered if it could be made.

**VISKING MP FIBROUS** guards your profits! Because it keeps in *all* the moisture, the green weight is the finished weight . . . Because it's much stronger,

uniform in diameter, it stuffs evenly without breakage or meat loss.

Your customers will like it because of its sleek appearance . . . because it won't shatter in slicing . . . because it won't pull away from the meat.

Consumers will like your product better because it will taste better packaged this better way.

\*MP means Moisture Proof

**TURN THE PAGE FOR MORE INFORMATION ABOUT MP FIBROUS!**



**THE CASING THAT KEEPS**

**LIVER SAUSAGE AND BRAUNSCHWEIGER FRESH!**

### **CASING and FILM "FIRSTS"**

NoJax • Cellulose • Colored  
Fibrous • Opaque • Zephyr  
Visqueen • Visten • 55 Ft. NoJax  
Precision NoJax • MP Fibrous

### **CELLULOSE CASING PRODUCT APPLICATION "FIRSTS"**

Skinless Frankfurters • Bologna  
Liverwurst • New England Sau-  
sage • Salami • Smoked Hams  
Smoked Picnics • Smoked Butts  
Canadian Bacon • Cooked Ham  
Cooked Loaves • Boneless  
Smoked Hams • Boneless  
Smoked Picnics • Bulk Pork Sau-  
sage • Skinless Pork Sausage  
Skinless Smoked Link Sausage  
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Rigidly controlled sausage kitchen tests prove these advantages from **MP FIBROUS** for you and your customers:

1. Liver sausage and braunschweiger are always attractive, plump, appetizing.
2. Keeping quality in meat case, cooler, or home refrigerator is unexcelled.
3. Liver sausage and braunschweiger in **MP FIBROUS** taste better because there's no yeastiness, no deterioration.
4. **MP FIBROUS** is easy to use, requires a single stuffing operation.
5. **MP FIBROUS** takes printing beautifully to build brand identification and brand acceptance.

**Ask your VISKING representative  
for a demonstration. Then you, too, will want**



**The finest casing for your liver sausage and braunschweiger.**

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*\*MP means MOISTURE PROOF*

### **House Hearing**

The H  
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## House Group to Begin Hearings on Trade Bill

The House Ways and Means Committee will begin hearings Monday, January 17, on the bill introduced by its chairman, Jere Cooper (D-Tenn.), to extend the reciprocal trade agreements program for three years as recommended by President Eisenhower.

The bill (HR-1) would provide the three-year extension with authority for the President to reduce tariffs in three alternative ways: (1) 15 per cent below the July 1, 1955, rates by reductions of not more than 5 per cent in each of the three years under the extension; (2) to 50 per cent of the rate existing on January 1, 1945, in cases of items which are not being imported or which are being imported only in negligible quantities, or (3) to 50 per cent ad valorem, in the case of any rates now in excess of 50 per cent ad valorem.

In his message on foreign economic policy to Congress Monday, President Eisenhower also asked for legislation providing for taxation of business income from foreign subsidiaries or branches at a rate 14 percentage points lower than the tax rate on corporate domestic income and for a deferral of tax on income of foreign branches until it is removed from the country where earned.

"An increased flow of United States private investment funds abroad, especially to the underdeveloped areas, could contribute much to the expansion of two-way international trade," the President said.

## Sweden Window Shopping; Considers Import Of Beef

Sweden's import requirements of beef during 1955 were estimated at 33,000,000 lbs. and the Swedish Import-Export Association is studying the possibility of importing meat from Australia and New Zealand, the Foreign Agricultural Service has reported. But Swedish buyers would prefer to obtain fresh beef from nearby countries, such as Denmark, which is not considered a reliable source.

Frozen beef sells at a discount of four to five cents a pound under fresh beef, but sample imports from Australia have been too fatty for the Swedes. It was reported that Sweden will consider importing beef only from countries having high hygienic and inspection standards. And any meat imported from South America must come from slaughter houses approved by Swedish veterinary authorities. No mention was made of the United States as a possible source of supply.



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**an entirely new  
corned beef loaf  
that must be  
inexpensive**

**...made with Custom  
Corned Beef Loaf Cure  
and Seasoning.**

Not just another corned beef loaf, but a wholly new product that brings truly delicious taste and flavor to every market and every processing operation. Made only from specified, inexpensive beef cuts, this new loaf has an excellent consistency — firm, yet tender so that it slices smoothly and evenly, without pressure.

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CHICAGO 12, ILLINOIS

# Mechanize Small Rendering Plant

**Mechanical system handles larger volume of inedible material in much less time and assures greater product uniformity, Reelfoot finds**

**A**T WHAT capacity of rendering operations is it practical to mechanize material handling of product and to what degree should this mechanization be utilized? In planning for their new plant, management of Reelfoot Packing Co., Union City, Tenn., decided their proposed two cooker inedible rendering department could be mechanized profitably. Moreover, Lorenz Neuhoﬀ, jr., president, elected to mechanize the operation through its entire cycle.

The result of this decision—engineered into reality by the incredible rendering equipment supplier and installer, the Dupps Company, Germantown, Ohio—is an operating cycle with all the attributes of automation. Mechanical power literally paces the transformation of the raw material into finished product with only a supervising assist from one employee.

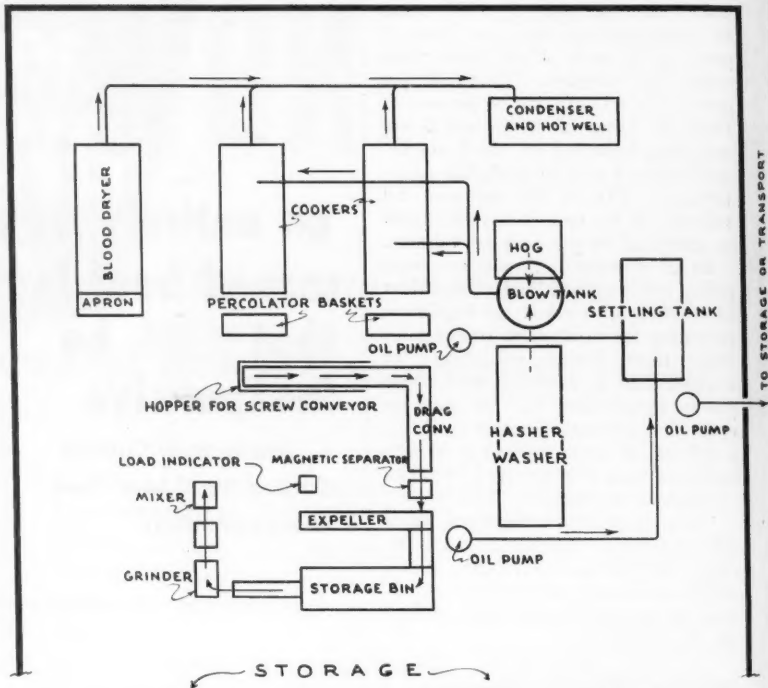
In retrospect, the economies achieved with the mechanized rendering department have well justified management's decision to utilize power equipment to its maximum, Neuhoff states.

In spite of an increase in kill of approximately 50 per cent, the new equipment has compressed the rendering department's operations from a two shift to a one shift basis, reports C. T. Holbrook, general manager.

The new rendering installation requires no manual effort. Only one operator monitors the performance of the various units and bags the ground animal feed supplement. The department enjoys a high degree of sanitation as no raw meats, grease or cracklings are spilled.

The new rendering department is part of a new plant that has been erected about 100 ft. from the old packinghouse and is connected by a passageway with the older building. The department is housed under the new dual species kill floor and receives its raw materials directly from this floor.

The soft offal materials move from the kill floor stations via chute to a 16-ft. hasher and washer. The bone and meat materials are fed into a Mitts &



MECHANICAL flow of material is detailed on this schematic drawing.

Merrill hog. Both units are powered by 40-hp. electric motors. Communitized product from the units discharges directly into a 10,000-lb. capacity Dupps blow tank. From here the material is blown into one of two 10,000-lb. capacity Dupps cookers.

The use of the blow tank as an accumulator prevents tie-up of a cooker during the raw materials collection period and, at the same time, satisfies MIB requirements.

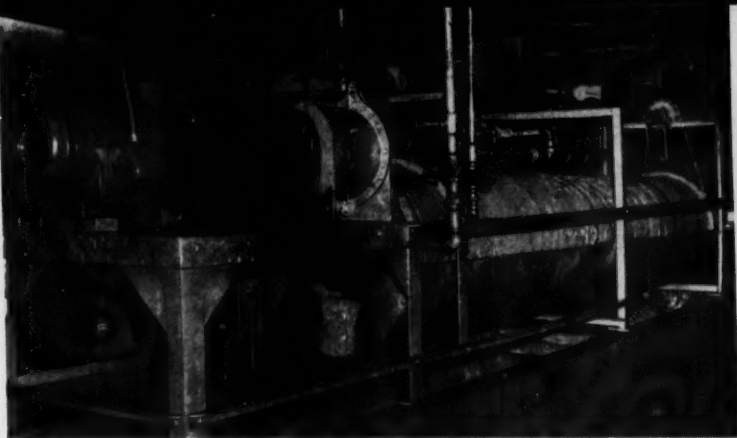
Powered by 30-hp. electric motors, the cookers are equipped with a herringbone gear and V-belt drive and use high speed agitation to minimize the cook time. The plant gets two cooks per day from each melter, according to W. B. Craddock, rendering foreman.

The vapors from the cookers vent into a condenser and flow into a Dupps fabricated hot well which is equipped with baffles, overflow and

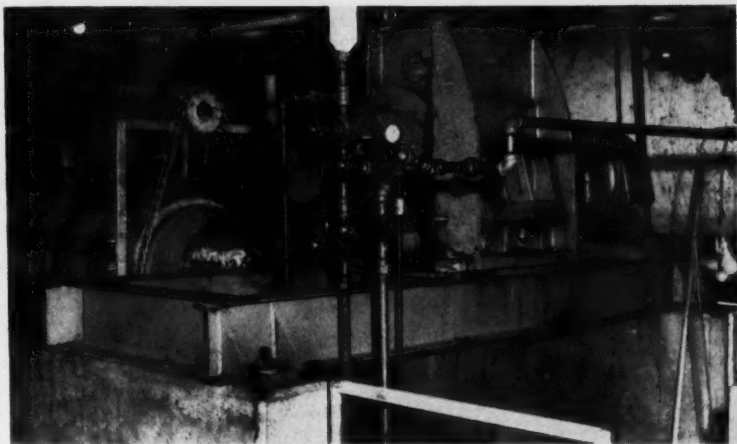
a vent hood. Collected within the hood, the non-condensable gases pass through a burner in the stack to minimize obnoxious odors. Being a completely closed system, the condenser hot well unit occupies a minimum of space within the inedible rendering department proper.

Cooked, the material is dumped from the cookers into a specially designed Dupps percolator system. The unit consists of a moveable, wheeled percolator basket which is perforated on the sides and bottom to allow the fat to drain quickly from the cracklings. The freed grease is pumped directly into the grease settling tank.

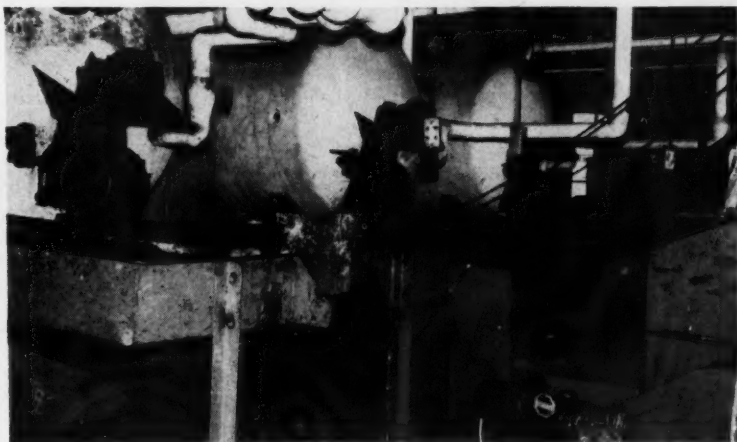
With the aid of a 2-ton electric hoist, the cracklings are dumped from the percolator basket into a screw conveyor. The hoist pulls the wheeled basket up to the edge of the conveyor where a set of guides on the basket engages the sides of the conveyor,



1—SOFT MATERIALS are charged directly from kill floor via chute into hasher, then discharged into washer for movement to blow tank.



2—HARD MATERIALS are charged directly into hog which is mounted over blow tank. Discharge end of washer can be noted at left.



3—TWO COOKERS at right discharge into wheel-mounted percolator baskets. At left is apron for blood drying and convenient bagging.

causing the basket to tilt upward and spill its contents into the screw conveyor. The rate of tilting is controlled by the operator through a pendant push button.

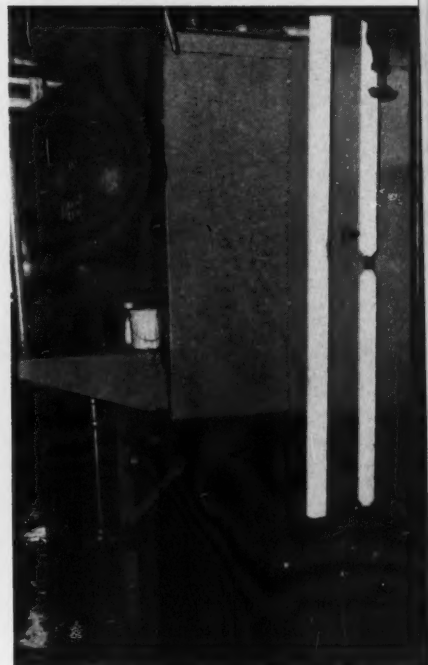
The percolator basket holds the cracklings from the cooker charge

and, in turn, the screw conveyor which receives the product from the basket has a special trough of a size and shape to hold the contents of the basket.

A Masters variable speed drive which has a 6:1 ratio meters the



4—CONTENTS of percolator baskets are discharged with aid of portable hoists directly into hoppers which feed screw conveyor.

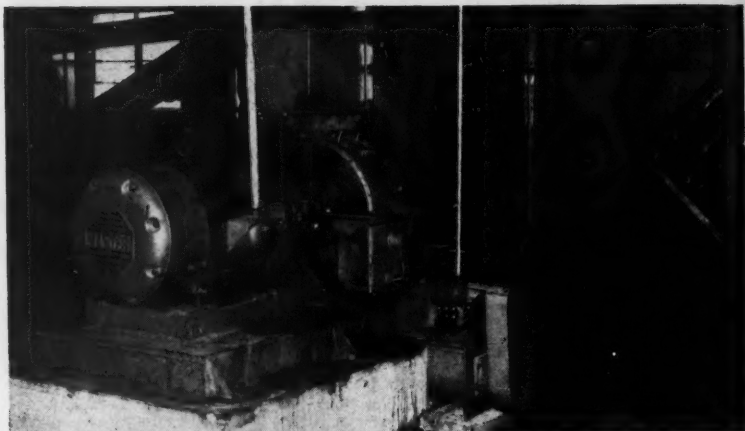


5—GREASE receiving tank has its own pump and controlled heating equipment.

flow of the cracklings to the Anderson Expeller. The screw conveyor discharges the material at the set rate of flow onto a drag conveyor which carries the material to a magnetic separator. Any tramp metal is removed before product enters the conditioning



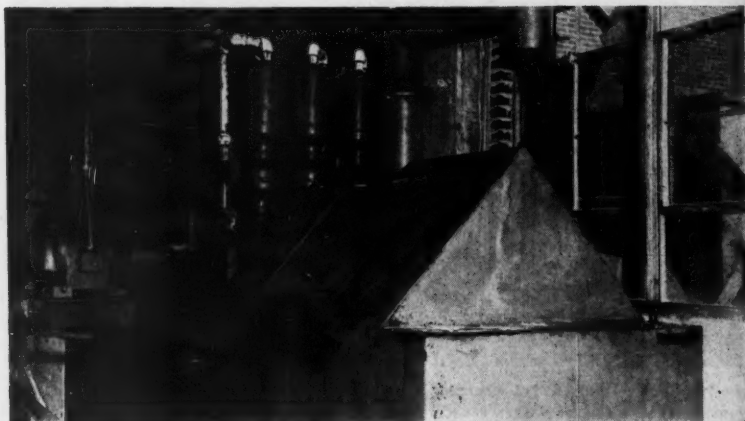
6—DIAL indicating load placed on screws of Expeller is read by W. B. Craddock.



7—SCREW CONVEYOR brings material from sloped storage bin to grinder. Steel frame holds bin off floor, permitting easy cleanup around area.



8—GROUND product is drawn into mixer from screw conveyor at floor, cascades down through mixer and is discharged at bottom of cone directly into bags.



HERE'S HOW Reelfoot installed condenser in completely enclosed system. Water flows from condenser units, top center, into hot well, foreground. Non-condensable vapors are vented through pipe to stack.

material rendered at the plant runs fairly uniform, there are daily variances.

The expelled grease is pumped into the settling tank while the expelled cracklings drop into a transport screw conveyor which moves the material into a Dupps hopper bottom steel storage bin. The bin has a storage capacity for a day's production of cracklings. It is equipped with a leveling screw which keeps the material leveled off at the top of the bin.

A slide gate at the bottom of the bin meters the flow of the material into a screw conveyor which discharges product to a Dupps hammer-mill powered by a 40-hp. electric motor.

Another screw conveyor carries the ground material into a mixer where in it is uniformly mixed and, if desired, can be blended with blood. The mixer has its own electric motor mounted to its frame and level viewing glasses by which the degree of

the blend and load level within the mixer can be determined. By means of a side spout the mixed material is drawn off and bagged.

Within the rendering department is a 10,000-lb. capacity blood drier equipped with a receiving pan on which the dried blood is allowed to cool before it is bagged directly from the apron by means of a spout.

The grease settling tank has two cone bottom cells, each of which can hold 8,000 lbs. of grease. The settling tank is completely equipped with steam coils, multiple draw off openings, access platform and thermometers.

Holbrook states that the uniform flow of material through the entire rendering cycle assures top quality in the bagged animal feed supplements as there is no danger of product being stored inadvertently for protracted periods of time. Automatically, product moves in a first rendered-first bagged cycle.



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## Develop Edible Sausage Casing From Seaweed

**D**EVELOPMENT of an edible sausage casing of vegetable origin, which may affect both sausage manufacturing and packinghouse by-product reclamation, was revealed this week by The Visking Corporation, Chicago. Pork sausage will probably be the first major product to be cased in it, but Visking research workers believe that it may also be used for semi-dry, summer and dry sausage and other items.

The company reported that while casings of this type have been introduced in Europe, particularly in Great Britain, Visking's development is the first process whereby all the necessary qualities, including appearance, strength, tenderness, palatability and uniformity of size, have been achieved.

Termed the Tasti-Jax casing, the new product is made from alginates, a specially purified component of

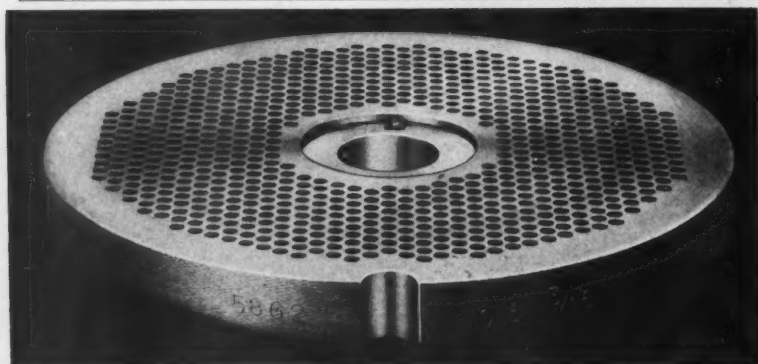


**FINISHED SEAWEED** derivative sausage casing at right is made through chemical processes from sodium alginate (center). Sodium alginate had previously been isolated from dried seaweed at left.

seaweed. Derivatives of seaweed have been used for years in such prepared food products as chocolate milk, ice cream, puddings, etc.

According to A. G. Hewitt, Visking's general manager, the raw material is wholesome, digestible, and easily chewed and is available in ample supply, uniform quality and purity and at a reasonable price.

"This raw material," says Hewitt, "is processed into seamless tubing of uniform diameter and thickness. Lengths of it are measured, cut and packaged in a uniform form enabling it to be used on conventional sausage making equipment in normal fashion and at satisfactory speeds and production rates. It may be linked on existing automatic equipment and processed in the usual way and under regular processing conditions resulting in a product of normal and most satisfactory appearance and consider-



## Only grinder plate guaranteed for 5 YEARS

SPECO alone can back its famed C-D Triumph plates with a 5-year unqualified guarantee—in writing. SPECO'S performance-tested plate design gives you every thin plate advantage plus strength to do the job. Other plate styles to fit every make of grinder. Knife styles, too, for any grinder need.

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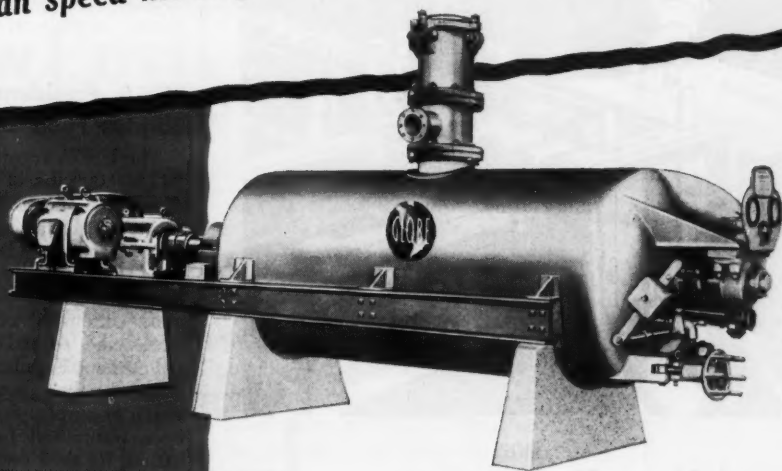
3946 Willow Road, Tuxedo 9-0600 (Chicago)  
Schiller Park, Illinois

**New C-D Sportsman's Power Kit with automatic fish scaler—write for literature FREE!**

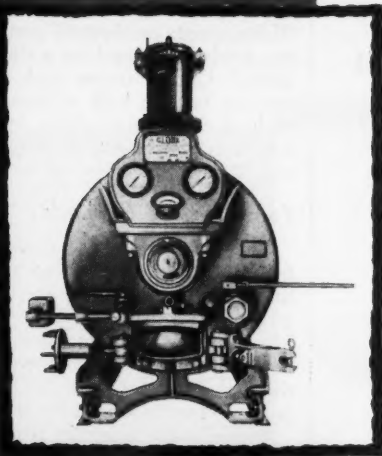


# SEE HOW A GLOBE DRY RENDERING COOKER

with the Exclusive "Safety Discharge Door"\*  
can speed melting or cooking operations in your plant!



\* Patented



View showing  
discharge door,  
with "Safety  
Discharge Door"  
open.



- The "Safety Discharge Door" is an exclusive feature of the Globe Heavy-Duty Dry Rendering Cooker. It provides a one man control and because it is hinged at the top, it can be "cracked" open to a self-locking limiting point, thus preventing door from flying open accidentally when unloading the cooker, and burning operators with hot grease.
- The heavier V-type agitator paddle blades are of cast steel, mounted on a 5½" SQUARE shaft of high carbon steel to prevent paddles from loosening, give a "plowing action" for better agitation, so the product is thus agitated from both sides of the cooker. Paddles can be adjusted to clear shell by ⅛".
- Globe's famous "Flowing Drive" heavy-duty power unit uses standard motors and reducers, which can be easily and quickly replaced locally. No need to hold up production for far-away factory maintenance. Roller chain or V-belt drive optional.

These are but a few of the superior advantages a Globe Dry Rendering Cooker can bring you. Globe Dry Rendering equipment, including cookers and presses, are quality made for years of hard service. Ask your Globe salesman for more details, or write to us direct.

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CORRUGATED AND SOLID FIBRE BOXES • FOLDING CARTONS • KRAFT BAGS AND SACKS • KRAFT PAPER AND SPECIALTIES

able uniformity. Pork sausage fried with this casing on it has an appetizing appearance and since it retains its juices it is especially tasty. The casing is not tough but upon biting has a little snap to it and it is readily chewed.

"Initially we are proposing to make only several of the smaller sizes, say in the range of 18 to 24 millimeter stuffed diameter (11 to 15/16 in.). However, there is no reason why it cannot be made in much larger diameter if such happened to be a desirable course.

"This new casing should have a special field of its own. It is not expected that it supplant any of our present casings which have different properties."

### USDA, President Report on Surplus Food Distribution

The USDA reported this week that 243,800,000 lbs. of surplus food were distributed domestically to schools, charitable institutions and needy persons during the last six months of 1954. Commodities donated included beef and gravy, butter, cheese, dry milk, cottonseed oil, shortening, dry beans and several others.

President Eisenhower told Congress Monday that some \$453,000,000 worth of surplus farm goods also has been committed for sale to foreign nations for their own currencies under Public Law 480 of the 83rd Congress. This amounts to about 65 per cent of the funds authorized for a three-year period. Grains, cotton and tobacco account for the bulk of these sales, with all other commodities, including fats, oils and meat, adding up to only 7 per cent.

### Food Testing Methods

The tests of eye, mouth, nose, fingers and ear, as they can be scientifically applied to food, are the subject of "Food Acceptance Testing Methodology," a symposium report being distributed without charge by the Quartermaster Food & Container Institute for the Armed Forces.

Papers given during the symposium, and included in the report, covered such subjects as: "The Descriptive Analysis of Flavor," "The Practical Applications of Trained Panel Methodology to Food Evaluation Problems," "Selection and Training of Panels," "Food Preferences and Menu Planning," "Field Testing of Armed Forces Rations"; Influence of Continued Testing on Preference Ratings."

Copies of the report are available at the Institute, 1819 West Pershing Road, Chicago 9, Ill.





Frequent door openings in this house-to-house delivery truck of Enterprise Ice Cream Company of Phoenix, Arizona, pose no problem, because 3 Kold-Hold Hold-Over plates keep ice cream at proper temperature. A 3/4 horsepower mounted compressor forms the highside unit. Body by Aluminum Body Corporation of Vernon, California.

Kold-Hold Hold-Over plates hold temperatures in the ice cream and milk compartments of this wholesale delivery truck built by Williamsen Body Works for Hi-Land Milk. The Hold-Over plates maintain proper temperatures in each compartment during the daily run. Two compressors are plugged in at night to recharge plates.

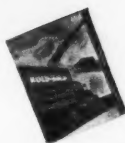
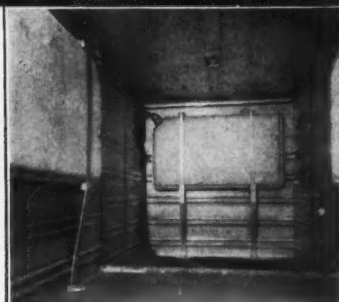
## NOW! truck refrigeration that's tailored to your needs

Need "over-the-road" refrigeration? Kold-Trux Mobilmatic is your answer. Prefer make-and-break assemblies for recharging? Kold-Hold has them. Want a mounted compressor? You can get it from Kold-Hold. Have to hold low temperatures in your trucks despite scores of door openings daily? Kold-Hold Hold-Over plates are unexcelled for just that job. Need a combination of some of these systems, or would you be better served by Thin plates, Serpentine Quick-Action plates or Hydro-Pack Blowers? Kold-Hold Division of Tranter Manufacturing, inc., can give you any and all of these units in just the right combination to meet your individual requirements. Don't hogtie your overall operating efficiency by using an inflexible refrigeration system. Rely on Kold-Hold's know how and experience (the originators and oldest manufacturers of mechanical truck refrigeration) to tailor your truck refrigeration to your needs.

look to  
**KOLD-HOLD**  
for the latest  
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refrigeration

Meat is kept in prime condition by Kold-Hold refrigeration units in Colesio's Farm-City trucks with bodies built by Aluminum Body Corporation of Vernon, California. Despite door openings, meat suffers no loss of bloom and requires no trimming for spoilage after delivery.

Combination of Kold-Trux Mobilmatic refrigeration and Kold-Hold Hold-Over plates is employed by St. Louis Dairy of St. Louis, Missouri, in several of its large wholesale milk trucks. While in motion, the truck generates refrigeration as needed through its Kold-Trux Mobilmatic system and the Hold-Over plates maintain the required temperatures the rest of the time.



For the answer to your truck refrigeration problem write for "6 Ways to Refrigerate A Truck." Ask for Bulletin No. KT-453.

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Easter Greetings

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HAM

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No. 501-C -- "Easter Bunny"

No. 541-C -- "Easter Lily"

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Send at once for samples of these exciting sales builders. Be prepared when the traditional ham season rolls around.

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# Merchandising

## 'Judge' Stumps State For Magnolia Brand

One of the most intensive advertising and selling campaigns ever launched by a medium-sized packer recently was kicked off throughout Mississippi by Jackson Packing Co., Jackson, Miss.

Using large-space ads and small "teaser" ads in newspapers, as well as radio and television spot announcements and shows, the campaign holds up strongly right on down to the retailer level. The firm is providing a complete merchandising kit of streamers, wire hangers, animated and die-cut price tags, posters and shelf talkers, a complete dealer ad-mat service and tie-in dealer radio and TV transcribed commercials.

The entire campaign is built around Jackson Packing Co.'s new little trade-character, "Judge Jackson." As John H. Boman, company president, describes the "Judge," he typifies "Mr. Mississippi."

"His title was taken from the honorary moniker given any rural Southern community leader by the folks around the typical county courthouse, the heart and seat of the rural Southern community," Boman said. "Judge Jackson is a sort of blend of the blustering pomposity of the fictional 'Senator Claghorn' tempered with the dignity and charm of the true life Senator Barkley."

Judge Jackson's own voice (recorded by a leading Southern actor and radio personality) is transcribed on every radio and TV spot and show sponsored by the company, and youngsters as well as adults all over the state have picked up and are re-



JUDGE JACKSON sez: "Mississippians demand Magnolia Brand."

peating the Judge's slogans and colorful speech, the firm reported.

Boman said the campaign has been extremely successful all over Mississippi with a very large number of the leading chain and independent supermarkets in all the leading markets in the state tying in with big week-end sales and demonstrations on the entire Magnolia Brand line. These sales were described as among the most successful name-brand meat product sales in the history of meat retailing in the state.

Bearden-Thompson-Frankel of Atlanta is the advertising agency for Jackson Packing Co.

## Baby Doll Premium Offer

Gerber Products Co., Fremont, Mich., will offer a baby doll with a retail value of \$3.75 for \$2 and 12 product labels beginning in February. The premium offer will continue through 1955.



NEW HAM STICKS in frozen line of Geo. A. Hormel & Co., Austin, are exhibited by Mary Gibart along with other items recently developed. Above, Victor Croes, Hormel chef who invented ham sticks, gives sample to John Butorac, manager of new frozen food production department.

## Packer Promotion Doffs Chaps, Gets in Groove

Pegwill Packing Co., Springfield, Ill., has switched from TV to radio and from chaps to platters to ride the airlines in 1955.

The company's new daily radio program promoting Pegwill Brand products also is aimed at an audience older than the youngsters entertained on week days last year with Pegwill's "Western Round Up" TV show. The new show, called "So You Want To Be A Disc Jockey," had its premiere January 3 over Station WMAY with high school boys and girls as participants.

Contestants are entered by the high schools, and voting is done by the listening audience. The company will award daily and weekly prizes. Twelve weekly winners will compete during the 13th week of the show for the grand prize of a two-week vacation in Florida for the student and his parents or \$750 in cash.

## New Hormel Canned Items

Four new canned meat products will be placed on the market within the next two or three months by Geo. A. Hormel & Co., Austin, Park Dougherty, vice president announced. The items, all to be sold in 24-oz. cans, include a canned ham flavored with cloves and brown sugar, barbecued spare ribs, beef tripe and canned ham shanks with the bone removed and the ham cut up in chunks.



NEW LINE of Tender Made hams, each dressed in an attractive wrapper with bright gingham top and a solid color bottom panel, has been announced by Wilson & Co., Inc., Chicago. New wrappers are displayed by Louise Schevchuk. Latest addition to line is "Ready to Eat" ham shown in center, which can be identified by its blue bottom panel. "Smoked" ham features orange panel, and "Fully Cooked" ham has yellow panel. All three items are bone-in hams.

# NIAGARA "No-Frost"

**SUCCESSFUL  
IN BIG  
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**PRECOOLING**

2 Niagara Spray Coolers pre-cool 3500 boxes of pears per 24 hours — total storage capacity 40,000 boxes.



**FOOD FREEZING**

Hardening 10,000 gal. of ice cream per day at -30° F.



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Room 80 ft. x 135 ft. — Temperature -5° F.

NIAGARA "No-Frost" gives you extra capacity and better operation. It improves quality, especially in foods, where it brings the product to correct temperature faster and holds it without fluctuation. It saves money for you in the cost of power and labor. With Niagara "No-Frost" there is never any "de-frosting" loss of time or temperature rise.

Write for Bulletin 105

## NIAGARA BLOWER COMPANY

Dept. NP, 405 Lexington Ave.  
New York 17, N. Y.

Sales Engineers in Principal Cities  
of U. S. and Canada

## Armour Begins Marketing Breakfast Beef Sausage

Another new beef product, all beef sausage, has just been placed on the market by Armour and Company, Chicago. Labeled Armour Star Breakfast Beef Sausage, the new product is said to have a distinctive sugared and hardwood smoke flavor.

Packed in 1-lb. cellophane-wrapped rolls, the Armour breakfast beef sausage provides three to four average servings per package. The product is cooked like pork sausage but has a higher percentage of lean meat than its pork counterpart. Serving suggestions on the label recommend its use with eggs, pancakes and waffles, and as a hot lunch or supper with vegetables.

As with the sliced breakfast beef introduced by Armour last spring, the beef sausage is expected to find a ready market among homemakers who are on the lookout for new and appetizing dishes, and among people on special diets that exclude pork, the company said.

Initial production and distribution of the new Armour beef sausage will be from the firm's Fort Worth and Kansas City plants.

## New Frank Poster Offered

To help sausage processors promote "National Frank and Kraut Week" set for February 2 to 12, the Oppenheimer Casing Co., Chicago, has developed a special store poster. The poster carries a frankfurter and sauerkraut illustration intended to stimulate sales of franks and sheep casings. Since the posters are not dated, they can be used all year around.



CONTINUING PRACTICE started last year, WSMMA members are cooperating with poultry producers by featuring sausage-and-eggs in truckside posters during "January Egg Month." New promotion poster is displayed by E. Floyd Forbes (left), WSMMA president and general manager, and Ralph J. Ahl, manager of the egg department, Poultry Producers of Central California.



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**HYGRADE'S**  
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## AUTOMATIC CAMPBELL WRAPPER

**VACUUM PACKAGES** table-ready meats, bacon and chops with fabulous new savings in time, labor and materials!

Field proven and approved by America's leading packers, the new Campbell VACUUM PACK meat wrapper has revolutionized the packaging of self-service transparent meat packs. High speed continuous feed operation greatly increases unit production, and machine provides absolute vacuum sealing with savings up to 50% on packaging materials as no large over-laps or double wraps are necessary — no trays or stiffeners required unless desired! Machine cuts labor costs to a minimum too, as only one person is required for operation.

Wraps regular or irregular shaped meat cuts or packs with equal ease and speed, and simplified adjustments require minimum down-time for size change-over. Machine accurately positions label design of pre-printed wrap material or separately attached labels.

Plan now to increase your sales with self-selling products vacuum packaged by the Campbell Wrapper — It seals flavor, freshness and moisture in — eliminates shrinkage, reduces spoilage and wins thousands of new users to your brand name.



New York office: 55 West 42nd St.

## Flashes on suppliers

**CONTINENTAL CAN CO.:** ALBERT S. REDWAY has been appointed general manager of the Research and Development department of Continental's Paper Container division. Redway formerly was president of the American Paper Goods Co., Kensington, Conn., recently acquired by Continental Can and now being integrated in the Paper Container division.

**LINK-BELT CO.:** CHESTER E. AULT, with Link-Belt since 1924, has been appointed assistant sales manager of the firm's Pershing rd. plant in Chicago. He succeeds ANDREW K. KOLAR who was named purchasing agent.

**MINNEAPOLIS-HONEYWELL REGULATOR CO.:** Forty-two sales engineers and 18 service engineers have been added to Minneapolis-Honeywell's Industrial division in line with the firm's planned growth program to meet the increased complexities of marketing in the automation field. J. A. ROBINSON, field sales manager, said that despite the fact that 250,000 manufacturing firms use industrial instruments, industry as a whole has probably realized only 10 to 15 per cent of the full potential of automatic control. He said that about 100,000 plants have installed automatic control equipment since 1940.

**DODGE & OLCOTT, INC.:** JOHN R. MILLER, formerly a major with the U.S. Army Q.M. Procurement Center System, and specialist in meat procurement, canning and the frozen food field, has joined the sales and service staff of this New York City firm. Most of Miller's meat packing experience has been spent with various segments of the Quartermaster Corps handling diverse assignments in many parts of the world. In 1946 he worked with West Coast packers in connection with the San Francisco Q.M. Market Center and in 1952 was responsible for the bulk of the European meat procurement program, working out of Frankfurt, Germany.

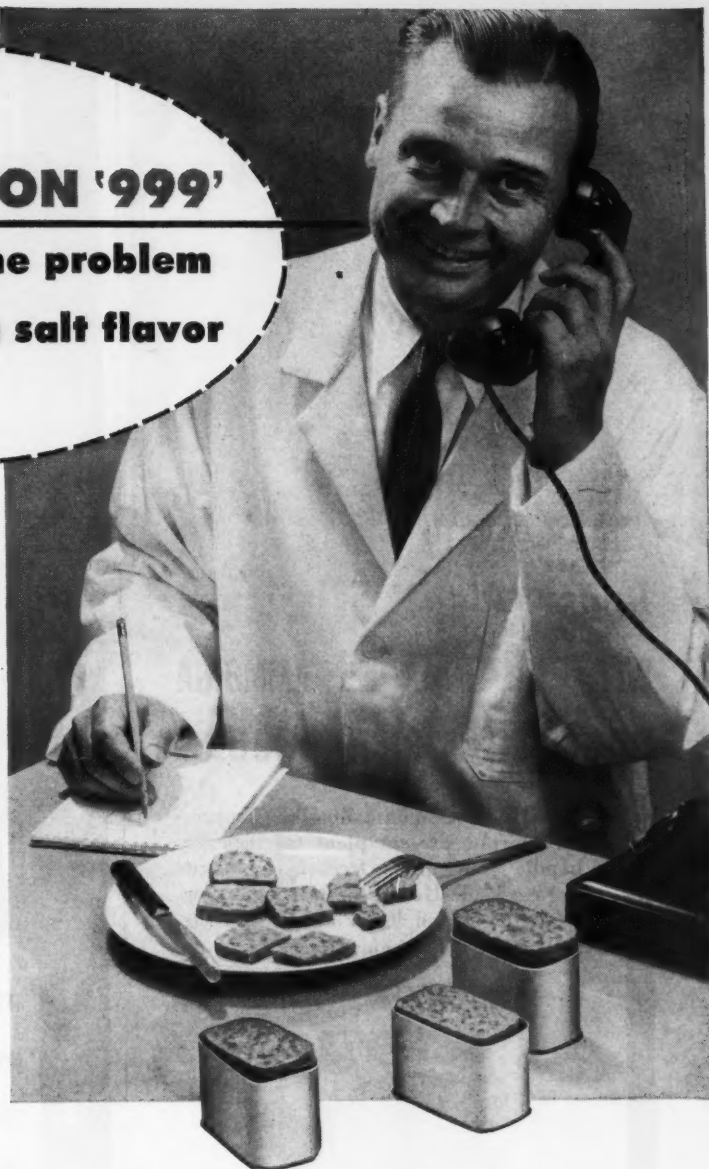
**AMERICAN CAN CO.:** Two new vice presidents have been named by Canco. They are: G. W. REESE, vice president in charge of the Atlantic division with headquarters in New York, and R. C. STOLK, vice president of the Pacific division, headquarters in San Francisco. These men replaced two veteran officers who have retired. They are: S. D. ARMS, 42 years service, and C. W. ROBERTS, 43 years service.

**Tom, that MORTON '999'**  
**sure has licked the problem**  
**of getting uniform salt flavor**

Yes, Morton '999' Salt is needed in canned meats to prevent quality variations. It should also be used by the makers and processors of candy... beer... canned foods... cereals... seasonings... pasta products... malted milk... mayonnaise... margarine... olives... sauerkraut.

**MORTON '999' SALT**  
**insures uniform quality**  
 in processed foods for two reasons. It's guaranteed to contain more than 99.9% pure sodium chloride—*always*. The 0.1% (or less) is a neutral inert sodium salt—never bitter calcium or magnesium compounds.

Vacuum pan evaporation guarantees that this salt will be clean... free flowing... evenly soluble. It has a constant weight per volume ratio... won't pack down.



**MORTON '999'**



**the salt that carries  
 its own guarantee**

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**MORTON SALT COMPANY**

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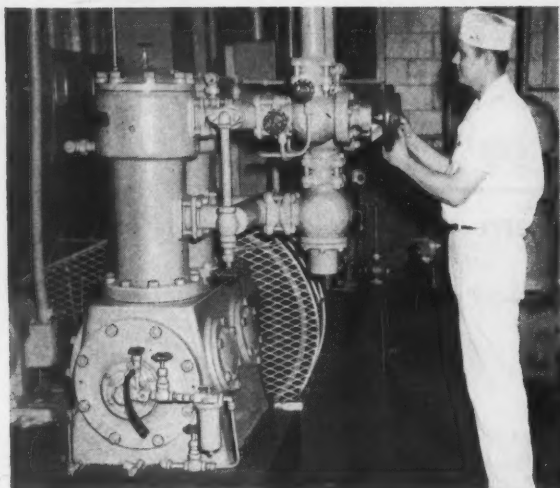
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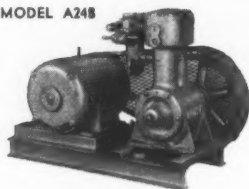
MODEL D40B

## Boost Plant Efficiency WITH **HOWE** AMMONIA BOOSTER COMPRESSORS

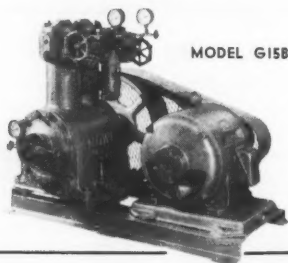
Add Howe Ammonia Booster Compressor to your present plant to efficiently handle your quick freezer or freezer storage load. Howe Boosters mean lower first cost and lower operating costs. *It sure pays to Know Howe!*

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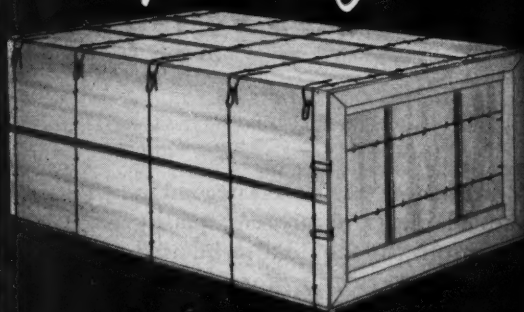
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PART III IN A SERIES  
of articles on workable, economical preventive maintenance for truck fleet operators. Tools and procedures are discussed.

## Planning Truck Fleet P.M.

By ROBERT CASS

*The White Motor Company*

**B**YOND the precision equipment mentioned in earlier articles, other tools and materials are necessary to a well designed and economical preventive maintenance program.

A typical selection of special tools, gauges, proving instruments, supplies and complete lubrication equipment, over and above those items that constitute a mechanic's tool kit is listed in the next column.

One of the work benches listed should be of the light portable type so that it can be moved as close to the work as necessary. This makes possible a minimum of lost motion by the mechanic. The tool locker should be used for the storage and safekeeping of the hand tools and proving equipment that is portable. Water and air lines should be available, adjacent to the inspection area or installed within the area itself. All the heavy-duty wrenches with extension bars or pipes to tighten or adjust radius rods, propeller shaft yokes, U-bolts and wheels should be provided.

The stationary bench is necessary to carry the vise and buffing wheel and for distributor inspections and similar bench work.

The following list is suggested for the P.M. area designed for one vehicle at a time. For the inspection of two

or three vehicles simultaneously, increase as required:

Aligner-wheel

Analyzer-Engine

which includes:

Tachometer and cam

Angle meter

Tester - coil

Tester - A.V.R.

Tester - condenser

Tester - spark plug

Adaptor - tension wrench

Bench - portable (light weight)

Bench - stationary

Brooms - cleaning

Crane - portable

Brush

Board - tool display (large tools)

Creeper

Crowbar - small

Cloth - emery

Can - oil

Cleaning unit - spark plug

Covers - fender

Cord extension

Locker - small tools

Packer - bearing

Pan - garage

Baking soda solution

Bucket - floor mop

Cleaning fluid - window

File - ignition

Fluid - brake

Grinder - bench (with rag wheel)

Gage - air pressure

Gage - caster

Gage - compression

Gage - hydraulic line pressure

Gage - vacuum

Gage - feeler

Gun - gear oil

Gun - suction

Gun - grease

Gun - heat

Gun - radiator reverse flush

Gun - steering gear grease

Gun - universal grease

Gun - water pump

Grease - cup

Gage - spark plug gap

Hydrometer

Jug - distilled water

Lubritorium

Light - timing

Mop - floor

Press - governor seal

Seals - governor

Sandpaper - Grade No. 00

Stick - door ease

Stone - brush seating

Tank - hydraulic brake bleeder

Tester - brake

Tester - battery

Tester - distributor

Tester - head light

Vise - 4-in.

Vaseline

Washer - air cleaner

Washer - bearing

Wrench - tension indicating

Wrenches — rear wheel bearing nut  
 Water — distilled  
 Water Manometer  
 Floor light — adjustable  
 Brushes — wire  
 Horses — adjustable  
 Jack — portable  
 Lift — twin post  
 Light — test  
 Lens remover — tail light  
 Lens remover — head light

Without reference to the importance or sequence of use in the P. M. plan under discussion, a description of some of the instruments mentioned should be of value.

**Compression Tester:** A quick checking instrument to determine the general condition of the cylinders of engines. It registers maximum pressures developed in individual cylinders usually at cranking speed. A check valve holds the pressure until it is released.

In addition to the indication of maximum pressure, the rate at which pressure increases is said to be an indication of the condition of valves, guides and rings.

**Distributor Tester:** The usual distribution tester provides a quick check of vacuum spark advance against recommended specifications, centrifugal spark advance against specs for various RPM's, indicates cam angle and shows the presence of wear of each lobe according to the irregularity of readings at make and break. Indicates sticky advance if response is jerky when vacuum or RPM's are increased. Shows also vacuum leakage, point bounce, and worn cam or worn distributor shaft or bearing and bent shafts.

**Cam Dwell Meter:** This instrument shows the number of degrees traveled by the breaker cam of the distributor while the points remain closed. In other terms, it is a measure of the time allowed for current to flow into the primary coil. Since both low and high speed conditions can be checked, it will reflect out-of-balance conditions, rubbing block wear, — in fact, anything which affects points should show variations.

**Contact Point Pressure Gage:** Provides a quick check of breaker point spring tension at right angles to the contact arm. Both pulling and pushing types are manufactured and should be chosen according to distributor design and accessibility.

**Timing Light:** Checks basic timing of the engine against flywheel markings. Shows functions of the spark advance mechanism and allows adjustments while engine is running. Can pick up bad ignition cable.

**Fuel Pump Pressure Gage:** This is essentially a pressure gage with re-

quired connections and may show excess pressures in the system which may cause carburetor flooding and poor mileage, or low pressure and consequent engine missing at high speed.

**Engine Tachometer:** Indicates engine RPM's generally driven electrically and the pulsations from the secondary current of the ignition system operate the tach. Used for setting engine timing, setting governors, synchronizing dual carburetors, checking starter cranking speeds and restrictions in clogged air filters.

Although the inspection procedures of the five groups of P.M. operations have been noted previously in this series of articles, an explanation of the processes involved has not been included. The following descriptions of the processes or mechanical steps in the plan are self-explanatory.

**Air Compressor Filter:** Remove curled hair filtering element, wash in kerosene and then saturate with light lubricating oil. Allow excess oil to drip off and reinstall.

**Battery:** Check battery fluid; add water if necessary. Only clean, distilled water should be used. Take hydrometer reading to determine condition of the battery. Tighten filler plugs; make sure breather holes are open.

If battery terminals are corroded with a white or green substance; or if any cell requires the addition of an abnormal amount of water; or if all cells require an abnormal amount of water, a check mark should be placed in the "Need Attention" column.

**Battery Cables (including ground):** Inspect battery cables; clean and tighten terminals. Use solution of ordinary baking soda and water or ammonia water for cleaning terminals, being careful to rinse away excess solution. CAUTION—do not permit cleaning solution to enter battery cells. Scrape terminals clean and coat with vaseline after re-attaching. Do not use cup grease as it does not give as satisfactory protection as vaseline and may result in corrosive action on lead or brass.

If cables or terminals require replacement, a check mark should be placed in the "Need Attention" column.

**Belts (all):** Check condition and adjust if necessary. If the adjustment limit has been reached, if belts are cracked, frayed or oil-soaked, a check mark should be placed in the "Need Attention" column.

**Brake (hand):** Check lever travel and adjust if necessary. Inspect lining for wear and drums for scores. Check linkage for binding action or wear, and lubricate. Tighten drum to

flange. If the brake needs to be re-lined or adjustment cannot be made, a check mark should be placed in the "Need Attention" column.

**Brake (service):** Check pedal travel and adjust shoes if necessary. Check fluid level. If hydraulic system requires bleeding, if vacuum or air type systems are in need of adjustment, or it is necessary to inspect for leaks, a check mark should be placed in the "Need Attention" column.

**Brake System:** Check supply tank, master cylinder, reserve tank, air compressor, vacuum power unit, etc., for leaks. Check and tighten line connections. Check slack adjusters and adjust if necessary.

If it is found when checking these units that further checking or repairs are necessary, a check mark should be placed in the "Need Attention" column.

**Body Bolts or Fifth Wheel:** Tighten body bolts and fifth wheel mounting bolts. If body bolts or fifth wheel mounting bolts require replacement, a check mark should be placed in the "Need Attention" column.

**Bumper:** Inspect and tighten bumper. If bumper face bar or brackets are bent or broken, a check mark should be placed in the "Need Attention" column.

**Carburetor:** Tighten bolts, clean screens, tighten fuel line, adjust and inspect for leaks and worn linkage.

If correct carburetor adjustment cannot be made, or if a flooding or a starving condition exists, a check mark should be placed in the "Need Attention" column.

**Carburetor Air Cleaner:** Remove filter element and wash in a filter washer if one is available, otherwise, agitate in kerosene until element is thoroughly clean. Shake out and allow to dry. Clean out reservoir and refill with fresh, clean oil to indicated oil level. Install filter element and cover; tighten wing nut securely. Clean outside of air cleaner and install on engine. If a piece of rubber hose is used to connect air cleaner to carburetor, make certain both clamps are tight. CAUTION—never remove oil cup while engine is running. Keep gaskets and gasket seats in good condition as broken or missing gaskets will permit air to short-cut the cleaner, admitting unfiltered or dirty air into the engine, thus creating abnormal piston and cylinder wear.

**Chassis Lubrication:** Lubricate chassis thoroughly, covering the various points requiring lubrication and attention at regular intervals. See Manufacturers' Manual lubrication chart for instructions. When lubricating chassis, include all accessories required.

(Continued on page 45)

# Operations

## Remodeled Knocking Pen Cuts Bruise Losses

"How long does it take for a bruise to form?" and "Can cattle be bruised in the knocking pen?" are two questions frequently discussed by packers concerned with bruise losses.

Research should, in time, answer the first question. Ohio State University recently started an "Age of Bruise Study" promoted by Livestock Conservation, Inc., and financed by the USDA hoping to find the answer to many perplexing bruise questions.

The second question can be answered right now, according to Bill Hann, sales manager of Superior Packing Co., St. Paul. "Bruises certainly can be caused in the knocking pen, but they also can be prevented from happening there," he asserted.

For many years, Hann explained, Superior had more than its share of serious loin bruises. Every possible



SLOPING INSERT cuts width of knocking pen from 42 in. to present 26 in., preventing light cattle from turning around but allowing entry of heaviest cattle.

source of trouble was checked periodically, from the stockyards right up to the killing floor. Problems were ironed out, but the bruise persisted.

In May of this year, the Superior Packing Co. staff, from buyers to cooler foreman, met with D. P. Mossberg, regional manager of Livestock Conservation, Inc., Northwest Division, to discuss the problem.

Out of this meeting came the solution. The knocking pen was remodeled to prevent light cattle from turning around. A 16-in. insert, temporary at first, was used to cut the pen's width down from 42 in. to the present permanent 26 in.

During the past seven months, the



LEFT: Air lift raises full drum of fat for transfer to meat truck. Piston holds itself at top of stroke. Note short rope pulls on valve handle. RIGHT: Trimmings are here emptied into chute. Repositioned handles assist tipping.



## Use Muscles of Air for Heavy Lifting Tasks

Simple, uncomplicated air hoists used for raising and emptying heavily loaded meat cans or drums not only prevent back injuries, but also speed up the work and provide additional capacity.

When the largest cans are filled to capacity they are frequently too heavy for even two men to lift and empty into meat trucks or onto tables. For this reason capacity is often limited to about one-third full. Using the air hoist as shown in the photographs, the heaviest cans are emptied in seconds with little physical exertion.

Moved on dollies or special can trucks from their allotted positions in the cut, kill, or boning departments to strategically located air hoists, con-

tents of the containers are quickly and easily dumped into meat trucks, onto conveyors or into chutes for further distribution.

So that the cans will tip easier when raised by the parallel arms of the hoist, the handles are removed and rewelded to a lower position nearer to the center of balance.

The hoists shown were assembled by a plant maintenance gang from a 3½ in. by 4 ft. cushioned brass air cylinder and piston, 4-way air control valve, and a sling constructed in the blacksmith shop. When installed under low ceilings an opening is made and the cylinder extended into a small sized protective cupola erected on the floor or roof above.

old problem bruise has been conspicuous by its absence, according to Hann. "We still get one occasionally," he said, "but nowhere near the number we had before we cut down the knocking pen." He estimated that there has been a reduction of 50 to 80 per cent in loin bruises.

Some of the other practices followed by Superior to keep its loss ratio low are: 1) Buyers alert for indications of bruising. 2) Skilled truck drivers and well-sanded trucks. All stock is hauled from South St. Paul to the packing plant, midway between St. Paul and Minneapolis. 3) Covered holding pens and non-skid drives. 4) Careful stock handlers. 5) All bad lots are traced back to the farm through the commission firm. 6) Constant bruise consciousness on the part of all employees is emphasized.

## New Mechanical Reefer Handles First Packer Load

Although subject to many frozen food transit tests, the latest mechanically refrigerated reefer car, the NW 100, handled recently its first load of frozen packinghouse products.

Loaded at the Austin plant of Geo. A. Hormel & Co. with frozen pancreas glands, temperature, 0°F., the car was routed to Eli Lilly & Co., Indianapolis.

At the end of the trip the boxes at the floor had a temperature of minus 6°F. while the boxes on the top tier were minus 12°F. Spot checks at three different parts of the load gave a temperature reading of 0°F.

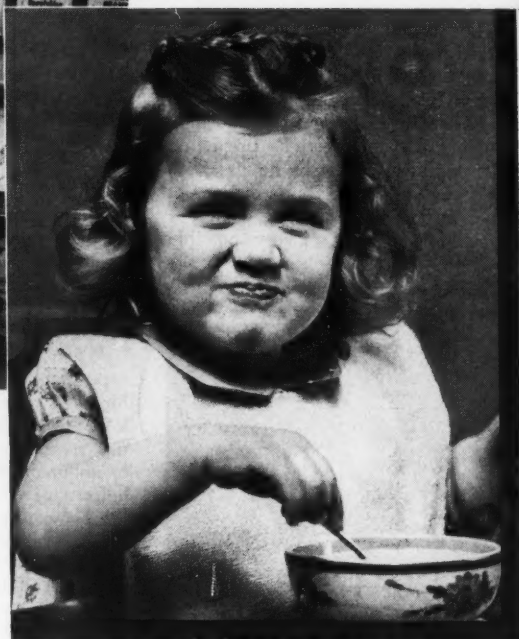
Installed by Saylor Beall, the refrigeration system features a continuously operating diesel powered compressor which furnishes refrigeration on a demand cycle.



# Foods move faster from counter to table



## when MSG\* is on the label



Payoff on processed food sales comes when shoppers reach for one brand instead of another. Make sure it's yours by using Huron MSG.

**Frozen foods** — chicken pies, fish, meat, poultry, and vegetables — retain their pre-freezing flavor longer when you use Huron MSG. In many cases it also helps preserve their original color.

**Canned foods** — soups, gravies, hash, beans and others — keep their original flavor through all three cookings (yours plus the housewife's) with Huron MSG (made *only* from wheat protein).

Small fry make a big difference in selling food.

In the shoppers' home, your product has nothing more or less than its own flavor to stand or fall on. If it passes this critical taste test, it rates a permanent place on the family shopping list.

That's why so many processors "insure" taste appeal with Huron MSG — America's first MSG and still the quality standard. You can be next!

For suggestions and sample, write Huron's Technical Service Department, HURON MILLING CO., 9 Park Place, New York 7, N.Y.

\* Huron MSG, of course!

B.4.2

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# The Meat Trail...

## Mackey Named Armour V.P.; Barnes Heads Chicago Plant

Election of G. E. MACKEY as vice president and general plant manager of Armour and Company, Chicago, was announced this week by the firm.

Mackey joined Armour at Chicago in 1932 and was made a plant man-



G. E. MACKEY



M. E. BARNES

ager in 1940. He managed the Huron (S. D.), Kansas City and St. Paul plants of the company successively. Since April, 1954, he has been a member of the president's staff in Chicago.

Armour also announced appointment of M. E. BARNES as general manager of the Chicago plant. Barnes has 26 years of production and sales experience with the company and has been on the president's staff since 1952. He succeeds A. G. VERSEN,

who retired after serving 38 years.

Versen started with the company in 1917 as a clerk at National Stock Yards, Ill. He entered military service in the following year, returning to Armour at National Stock Yards as a salesman in 1919. He then became assistant department manager of canned foods and in 1920 was transferred to Chicago with the same title. Versen in 1923 was made division manager of the car route department at Chicago and then became assistant superintendent at Chicago.

Transferring to Armour's branch house department, he became assistant branch house manager at Davenport, Iowa, and also served at Galesburg and Decatur, Ill. In 1931 he was named supervisor of fresh sausage in the general office and then became sales manager of canned foods. Versen joined the district manager's staff in New York in 1935, returning to the general office in the smoked meats department in 1936. He was named general manager of the Chicago plant in 1950.

More than 100 fellow employees and other friends honored Versen with a dinner on the eve of his retirement.

## W. H. Clay Is Swift's New General Purchasing Agent

W. H. CLAY has been appointed general purchasing agent for Swift & Company, Chicago, succeeding the late J. H. CLARK, it was announced by E. A. Moss, company vice president.



W. H. CLAY

Clay has been stationed in Toronto since 1953 as district purchasing agent in charge of all

Swift Canadian purchasing departments. Prior to that appointment, he headed the packaging division of the general purchasing department in Chicago.

He joined Swift in 1918 as a purchasing agent for the South St. Joseph, Mo., plant. Two years later he was named head of that department. Clay was transferred in 1924 to Kansas City, where he remained until he was transferred to the general purchasing department in Chicago in 1930.

## Fire Razes Georgia Plant

The plant of B-C Packing Co., Inc., Quitman, Ga., recently was destroyed by fire.



SILVER AMI pin representing 25 years of service is presented to Omer Wurth (left) by John F. Krey, president of Krey Packing Co., St. Louis, at Krey car route annual sales meeting. Seated in foreground is John E. Stephens, vice president and treasurer of Krey Packing Co.

## Binder Succeeds Seyl as Treasurer of Wilson & Co.

P. W. SEYL, treasurer of Wilson & Co., Inc., Chicago, has retired after more than 36 years of service with the firm, JAMES D. COONEY, president,



NEW TREASURER of Wilson & Co., George Binder (left) is shown with P. W. Seyl.

announced. GEORGE BINDER, assistant treasurer since 1949, has been elected to succeed Seyl.

Seyl, after attending the University of Illinois, joined Wilson in 1918 in the credit department of the general offices in Chicago. He was made credit manager the following year. In 1931 he was elected assistant treasurer, and he was named treasurer of the firm in 1938.

Seyl was very active in the operation of Wilson Sporting Goods Co., a Wilson & Co. subsidiary. Since 1935 he has served as treasurer and a member of the board of directors of the athletic equipment manufacturers.

Binder began his service with Wilson Sporting Goods Co. in 1928 in the credit department, being named to head that department in 1938. He was transferred to Wilson & Co. in 1942, serving in the financial department as an assistant to Seyl. In 1949, Binder was elected assistant treasurer.

## JOBS

HARRY TURNER has been named manager of the boning beef department of Armour and Company, Chicago. R. W. SHAY, general manager of the beef sales department, announced. He succeeds the late JAMES J. O'REILLY, who died suddenly on Christmas Day. Turner joined Armour at South St. Paul in 1925 and was a car route salesman for several years. After working in various other departments at the South St. Paul plant, he was appointed manager of the bon-

ing beef department there in 1935. He was transferred in 1942 to the general boning beef department in Chicago and served in that department until 1949 when he was named manager of the carload and direct beef sales department. Turner was transferred back to the boning beef department as O'Reilly neared retirement age and was succeeded by DICK BORLING as manager of the carload and direct beef sales department.

G. H. HALLENBECK has been named head of Swift & Company's soap department. E. A. Moss, vice president, announced. Hallenbeck succeeds M. L. WESTERING, soap department manager for the past 14 years, who has been assigned special-



G. HALLENBECK



M. WESTERING

ized duties in the office of Swift executive vice president O. E. JONES. Hallenbeck joined Swift in the hotel sales department in 1933. In 1937, he was transferred to the branch house sales division. He joined the soap department in 1947, where he headed the industrial soap division prior to his appointment as manager. Westering joined Swift at North Portland, Ore., in 1922 as a salesman. In 1931 he was promoted to assistant plant sales manager and in 1935 was transferred to South St. Paul, Minn., in the same capacity. Transferred to Chicago in 1936 as a member of the general plant sales department, Westering was appointed assistant head of the general soap department in 1939 and manager in 1941.

The appointment of SAM KEATING, JR., as general sales manager and J. J. HEWITT as advertising manager has been announced by ROY F. MELCHIOR, president, Agar Packing & Provision Corp. of Chicago. Keating, who was the firm's Chicago city sales manager, also will be assisted in his new post by Hewitt, who formerly was assistant in charge of the canned meat department.

SAMUEL R. STEWART has been named manager of the Swift & Company sales unit at Little Rock, Ark. He succeeds E. S. THOMAS, who has been transferred to Swift's sales unit at Memphis, Tenn., as manager. Stewart,

formerly assistant district manager for Swift at Boston, has been employed by the company for 16 years.

The promotion of CARL A. THOMPSON to accounting manager of the Oscar Mayer & Co. Chicago plant has been announced by FRANCIS D. HOLFORD, controller. Thompson joined Oscar Mayer & Co. at the Chicago plant in 1940 and served in the tabulating and cost accounting departments until entering the Army in October, 1942. He returned to the Chicago plant following his discharge from the Army in 1946 and served there until his transfer to Madison in 1948. Since September, 1953, he has been general accounting supervisor of the Madison plant. In his new position, Thompson will be responsible for all accounting and office clerical functions at the Chicago plant.



C. A. THOMPSON

Appointment of JOHN D. JAMES as sales manager for the Better Meat Products Co. of Cleveland was announced by FRED NEVOGT, president. Nevoigt also indicated an expansion of distribution in the four-county area now being served.

J. T. MAY has been named as general manager and A. J. HORENBERGER as sales manager of the Grayslake Gelatin Co. of Grayslake, Ill., A. G. NEVILLE announced.



RESPONSIBILITY FOR management and control of Geo. A. Hormel & Co., Austin, now rests with these members of the Hormel Foundation shown gathered around a conference table at the Hormel plant. Established in 1941 by the late Jay C. Hormel through the issuance of stock ownership and trusteeship, the Foundation was set up to be self-perpetuating. Members shown (left to right) are: George Ryan, secretary of Geo. A. Hormel & Co.; H. H. Corey, president of Hormel and chairman of the Hormel Foundation; James Huntington, Austin businessman; Park Dougherty, a vice president of Hormel, and M. F. Dugan, treasurer of Hormel.

## TRAILMARKS

Meat Trade Institute, Inc., New York City, has scheduled its next annual dinner and dance for 8 p.m. Saturday, February 19, in the Grand Ballroom of The Plaza, New York City. Representatives of firms servicing the meat industry also are invited. Members of the dinner dance committee are: JOHN KRAUSS, chairman (ex officio); PAUL J. ARNETH, FREDERICK H. BUCHHOLZ, ANDREW J. DEILE, FRANK D. ORZECOWSKI, MAX RAM-ELMEIER, BOYD T. SQUIRES, JOSEPH SUGARMAN and HARRY WHITE, JR.

HAROLD K. GILLMAN has been commissioned by H. P. HENSCHEN of Henschien, Everds & Crombie, packinghouse architects of Chicago, to make a survey of livestock available for slaughter in Cairo, Egypt, and report on plant requirements necessary to handle this volume. The firm will submit preliminary layouts and plans for the necessary facilities based on this report to the FOA for construction under the "Point Four" program. Gillman, who is general mechanical supervisor of Tobin Packing Co. at West Albany, N. Y., worked on a similar modernization project in Sydney, Australia, in 1935. He left January 3 for Egypt and will be gone about five weeks.

H. O. MATHEWS, general manager of the transportation and distribution division of Armour and Company, Chicago, will participate in a panel discussion on "The Consumer Meets the Manufacturer" at the 16th annual convention of the Private Truck Council of America, Inc., at the Statler

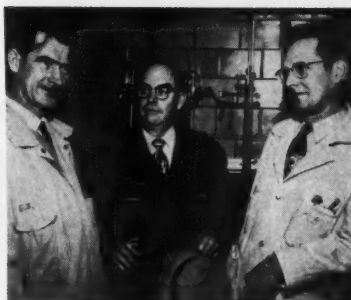
Hotel in New York, January 20-21. All private truck operators are invited to attend the convention. The program also will include discussions on ICC rules and regulations affecting private truck operators, third structure taxes with special emphasis on the New York state weight distance tax, and highway safety.

DAVID EDMOND has been named consultant chemist for Jean E. Hanache, consultant food chemists and technologists of Jamaica, N. Y. He was formerly in charge of the New York Meat Inspection Laboratory of the USDA.

MAX BLOCK, executive board member of the Amalgamated Meat Cutters and Butcher Workmen, AFL, and formerly co-chairman of the meat and poultry division of the Federation of Jewish Philanthropies of New York will be honored at the division's annual dinner. The dinner will be held at the Commodore Hotel in New York City on January 26.

A free cartoon history of the states is being offered by John J. Felin & Co., Philadelphia, with each purchase of a 1-lb. package of Felin's frankfurters. To stimulate additional interest among youngsters in the giveaway, the company is making the entire set of 25 different cartoon stories available to school teachers for classroom discussion. The offer also being promoted by advertising.

Headquarters of the California Department of Agriculture, Sacramento, has been moved from State Office Building No. 1 to the Agriculture Building, 1220 N st., formerly the Motor Vehicle Building. The Bureau



RENDERING OPERATIONS, sewage disposal system and enlarged hog kill of Elliott Packing Co., Duluth, were points of special interest to D. D. Riddoch (left), chief engineer of Calgary Packers, East Calgary, Alberta, during recent visit of several days at Duluth plant. Riddoch is shown in firm's rendering laboratory with his hosts, H. A. Elliott (center), company president, and L. H. Grytdahl, purchasing agent.

of Meat Inspection and Livestock Disease Control will remain in Office Building No. 1 until their new quarters are completed.

The election of WALTER C. CREW as vice president and general manager of the Denver Union Stock Yard Co. has been announced by L. M. Pexton, president.

## DEATHS

LOUIS WORON, a partner with HARRY and JOSEPH WORON in City Packing Co., Seattle, died of a heart attack January 9.

WILLIAM H. HEIDRICK, 39, a partner in the Beloit Packing Co. of Beloit, Kans., was killed instantly when

his shotgun accidentally discharged as he was getting out of his car.

JAMES R. WILLIAMSON, 85, a retired division superintendent of Swift & Company, Chicago, died January 10.

## PLANTS

Grand Caillou Packing Co., Inc. of Houma, La., has filed articles of incorporation, increasing its capital stock to \$200,000, with the secretary of state at Baton Rouge.

Davis Packing Co. of Estherville, Ia., and Hill & Co., Inc., Topeka, Kans., have been merged with Hill Packing Co. of Topeka. The Hill Packing Co. specializes in processing horse meat.

## Fletcher's New Plant Was Just Beginning of Change

Fletcher's Limited, Vancouver, B.C., Canada, has been growing so fast since the firm moved into its new plant about eight years ago that "any money we make seems to be plunged right back into newly dreamed up meat machinery," JOHN FLETCHER, president, informed THE NATIONAL PROVISIONER. "We wish we had made the move 20 years ago," he said.

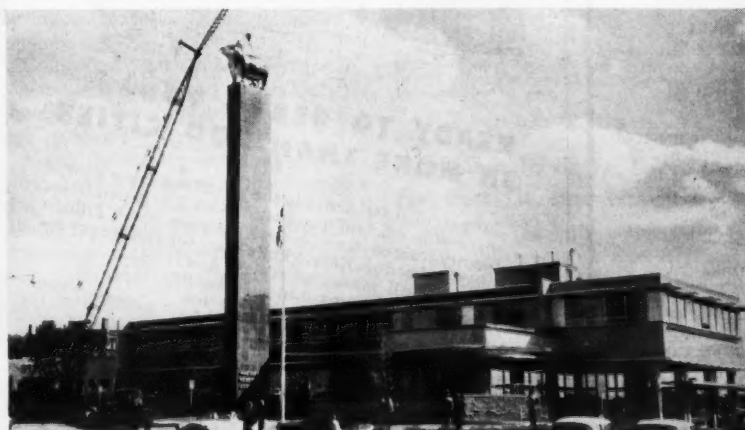


JOHN FLETCHER

The firm has built a new beef and hog hanging cooler and doubled the size of its sausage kitchen. A garage and gas pumps were installed recently to service the company's 22 vehicles. "We now are doing our own repairing and also save 7c a gallon on gas," Fletcher said.

The great influx of people into British Columbia from Eastern Canada and Central Europe since World War II ended and the new plant was built, has changed the taste preferences of the province, Fletcher pointed out, and sausage now is the company's leading product. European tastes in food, he said, have changed the business from its former ratio of 70 per cent ham and bacon and 30 per cent sausage to about 60 per cent sausage and 40 per cent ham and bacon.

"Being a fairly small concern, we can change our operations quickly," he said, "which possibly is the main reason a smaller company gets along competing with large firms which take a lot longer to change their ways."



WORKERS ARE SHOWN bolting giant Hereford bull model in place atop 90-ft. pylon at American Hereford Association headquarters in Kansas City, Mo. Plastic and steel specimen, made in New Jersey, was transported across country by International truck-tractor and low-boy semi-trailer. The bull stands 11 ft., 8 in. high, is over 19 feet long, and weighs 5,500 lbs.



# STORE with CITY PRODUCTS



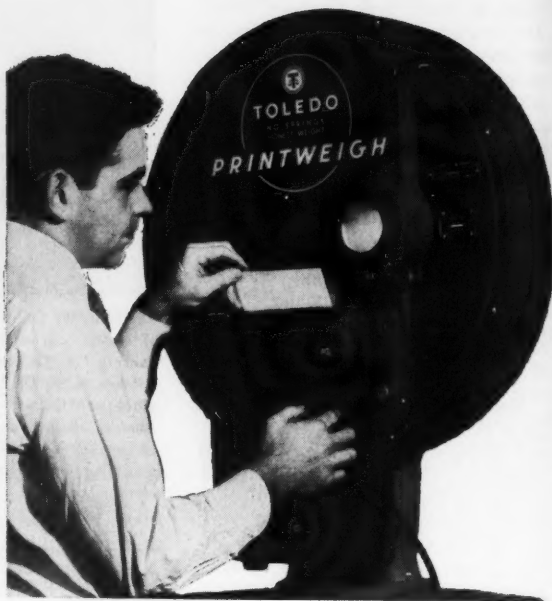
they're  
all over  
the map!

## NATIONWIDE REFRIGERATED WAREHOUSE DIVISIONS

- |  |   |
|--|---|
| 1. CLEVELAND, OHIO<br>FEDERAL COLD STORAGE CO.               | 9. PHOENIX, ARIZONA<br>CRYSTAL ICE & COLD STORAGE CO.<br>(Two Warehouses)       |
| 2. COLUMBUS, OHIO<br>FEDERAL COLD STORAGE CO.                | 10. PITTSBURGH, PENNA.<br>FEDERAL COLD STORAGE CO.                              |
| 3. DECATUR, ILL.<br>POLAR SERVICE COMPANY                    | 11. ST. LOUIS, MO.<br>FEDERAL COLD STORAGE CO.                                  |
| 4. GALVESTON, TEXAS<br>GALVESTON ICE AND COLD STORAGE CO.    | 12. ST. LOUIS, MO.<br>MOUND CITY ICE & COLD STORAGE CO.                         |
| 5. HORNEILL, N. Y.<br>CITY PRODUCTS CORPORATION              | 13. SIOUX CITY, IOWA<br>FRANK PILLEY & SONS, INC.                               |
| 6. JERSEY CITY, N. J.<br>SEABOARD TERMINAL & REFRIG. CO.     | 14. SPRINGFIELD, MO.<br>SPRINGFIELD ICE & REFRIGERATING CO.<br>(Two Warehouses) |
| 7. KANSAS CITY, KANS.<br>FEDERAL COLD STORAGE CO.            | 15. TUCSON, ARIZONA<br>ARIZONA ICE & COLD STORAGE CO.                           |
| 8. NATIONAL STOCK YARDS, ILL.<br>NORTH AMERICAN COLD STORAGE | 16. TULSA, OKLA.<br>TULSA COLD STORAGE CO.                                      |



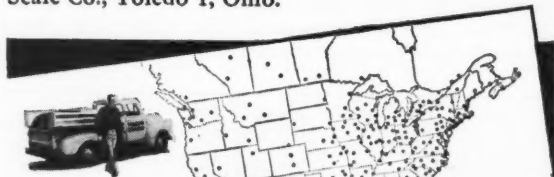
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For practical assistance in the selection of new equipment—for efficient installation—or for dependable, factory-trained service, look to your local Toledo office as headquarters. Phone there for emergency repairs on all makes of scales. Ask about the economy and assurance of Toledo service agreements for regular, periodic inspection—"the ounce of prevention" that guards essential equipment.



**TOLEDO**  
HEADQUARTERS FOR SCALES



## Truck Maintenance

(Continued from page 38)

ing lubrication such as heaters, fifth wheels, etc.

Check and refill battery with water if necessary. Check all units for oil level; oil cab door locks and hinges; drain air reservoir, clean and inspect mirrors, lights and signals for cracked or broken glass.

Inflate tires to proper pressure; clean and inspect cab glass, and brush out cab interior.

Check radiator water level, refill if necessary. (Test anti-freeze in season.)

**CAUTION**—clean fittings before applying lubricating gun. Clean dirt from around filler or level plugs before removing. See that grease is actually oozing from the parts lubricated.

If the following conditions are found to exist when performing the 'L' operation, a check mark should be placed in the "Need Attention" column — if the unit level is abnormally low in oil; if the cab glass, mirrors, head light, tail light or signal light lens are cracked or broken, or if radiator tests low on anti-freeze.

**Choke:** Check for smooth operation — full choke and open choke. Adjust if necessary.

If choke control wire needs to be replaced, or the linkage or valve shaft are worn, a check mark should be placed in the "Need Attention" column.

**Clean Engine:** Steam clean or wash outside of engine, inside of hood, cowl, and engine supports. **CAUTION**—be sure to lubricate generator, starter and all linkage after cleaning operation.

**Clutch:** Check pedal lash and adjust if necessary.

If the clutch pedal linkage is worn or the clutch continues to slip or drag after adjustment, a check mark should be placed in the "Need Attention" column.

**Coil:** Test coil with analyzer. If replacement is necessary, a check mark should be placed in the "Need Attention" column.

**Compression:** Remove all spark plugs. Check cylinders with compression gauge. **CAUTION**—This test should be made as soon as possible after engine is stopped and is warm, with carburetor throttle in the wide open position.

If a variation of more than ten pounds exists between individual cylinders, a check mark should be placed in the "Need Attention" column.

**Condenser:** Remove condenser, test with analyzer. If replacement is necessary, a check mark should be placed in the "Need Attention" column.

**Cooling System:** Disconnect radiator

hoses and reverse flush radiator. Remove thermostat assembly and reverse flush cylinder block. **CAUTION** — see Manual for correct procedure according to engine model. **NOTE**—if vehicle is equipped with hot water heater or air compressor, they should be cleaned the same way, separately.

If radiator, heater core or water pump leak, or if radiator is badly plugged, a check mark should be placed in the "Need Attention" column.

**Crankcase Ventilation (breather pack):** Remove breather from engine. Agitate brass wool filter pack in kerosene until thoroughly clean. Shake out and allow to dry. Remove oil cup, empty oil and clean out residue. Wash oil cup with kerosene. Refill oil cup to oil level bead (on breather) with engine oil. Install breather. Inspect bayonet gauge felt seal. Install bayonet gauge properly.

**Crankcase Ventilation:** Check and clean ventilation tube.

**Crankcase Ventilation (valve type):** Clean ventilation valve, clean oil separators and re-oil. Clean and tighten pipes. Replace necessary gaskets, test system with a water manometer. Inspect bayonet gauge felt seal, replace felt seal if necessary and install bayonet gauge properly.

**Cylinder Head Nuts or Cap Screws:** Tighten cylinder head nuts or cap screws with tension indicating wrench. See Manual for proper sequence and tension.

If cylinder head gasket leaks, or if nuts or cap screws are stripped a check mark should be placed in the "Need Attention" column.

**Differential to Housing:** Inspect for leaks and tighten differential to housing. If differential housing gasket requires replacement, a check mark should be placed in the "Need Attention" column.

Editor's note: The concluding article in this series by Mr. Cass will detail the remaining list of inspection procedures from distributors to windshield wipers.

## Argentina To Barter Beef For East German Hardware

Argentina recently entered into a barter agreement with East Germany, whereby it is to ship to East Germany about \$20,000,000 worth of agricultural products, including beef, in exchange for certain durable goods from the Soviet Zone of the Reich.

Argentina will ship the beef despite a limited supply. During the second quarter of 1954 cattle marketings fell to unprecedented lows, making it necessary to use up the 70,000,000 lbs. of meat the government had in cold storage.

## RECENT PATENTS

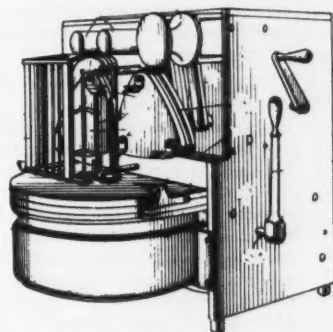
The information below is furnished by patent law offices of  
**LANCASTER, ALLWINE & ROMMEL**

468 Bowen Building  
Washington 5, D. C.

The data listed below are only a brief review of recently issued pertinent patents obtained by various U. S. Patent Office registered attorneys for manufacturers and/or inventors. Complete copies may be obtained direct from Lancaster, Allwine & Rommel by sending 50c for each copy desired, or \$1.00 per copy for orders supplied outside the United States. They will be pleased to give you free preliminary patent advice.

No. 2,689,972, **SAUSAGE LINKING MACHINE**, patented September 28, 1954, by Lawrence P. Cross, Valparaiso, Ind.

In this patent 27 claims are included to a linker which has a pair of divider heads rotatably mounted upon arms disposed at either side of a pathway



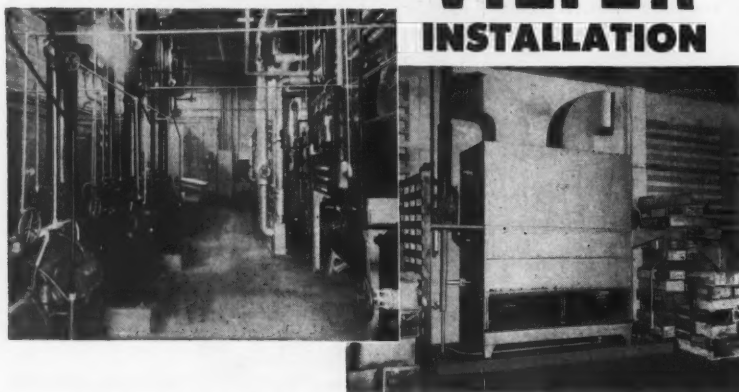
for a continuous length of filled sausage casing, these heads being generally triangular in shape, providing peripherally spaced apexes and having peripheral portions in engagement with each other, and cooperating divider elements rotatably mounted adjacent the apexes of the heads, each of the elements having a plate-like portion provided with a slot and being movable upon rotation of the heads into cooperative relation with a corresponding portion of a divider element on the opposite divider head whereby to constrict the sausage casing to a relatively small area defined by said slots.

No. 2,694,217, **MACHINE FOR DESTSTRINGING LINK MEAT PRODUCTS**, patented November 16, 1954, by Edward G. Anderson and Owe M. Toennies, Cincinnati, Ohio, assignors to The E. Kahn's Sons Co.,

# Kroger

uses complete

## VILTER INSTALLATION



The modern new Kroger Company warehouse in Charleston, West Virginia is equipped completely with Vilter refrigeration units—a vote of confidence in Vilter refrigeration. As in a previous Kroger job, this new refrigeration system started operation with a minimum of attention and adjustment... a real blessing in getting a new plant off to a "flying" start.

This well-engineered installation consists of three VMC ammonia compressors, each selected for a definite temperature condition and cross-connected for flexibility. The freezer compressor, air conditioning compressor, and storage room compressor of 25, 40, and 50 h.p. sizes balance the specific load requirements of the various sections of the warehouse—including the Banana rooms, dry produce room, wet produce room, dairy cooler, and meat cooler. In addition to the compressors, there are Vilter brine spray-type air units, suction accumulators, evaporative condensers, and controls to complete this custom designed refrigeration installation. Vilter supplied the "complete refrigeration package"... thereby simplifying installation, operation, and maintenance problems.

Vilter understands how to design refrigeration systems to meet the specific needs of the job. That's why Vilter not only provides you with the "right" refrigeration... but knows how to cut down on the amount of costly space and also lower installation and operation costs. Furthermore, "among the men who know," Vilter has earned recognition as having a refrigeration system that keeps on running day in and day out—protecting your investment in meats, food, and produce—and doing so at lower operating and maintenance costs!

Vilter gives you a well-engineered product and a well-engineered installation. For dollar saving ideas and "top" refrigeration equipment consult your nearest Vilter representative.

# Vilter.

Your nearby Vilter Representative or Distributor will be glad to show how Vilter refrigeration can help you.

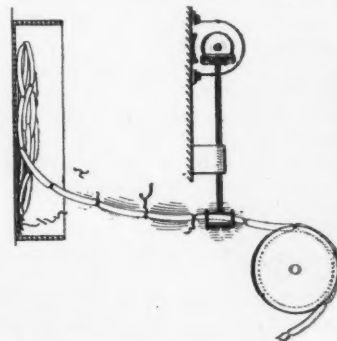
REFRIGERATION and AIR CONDITIONING

THE VILTER MANUFACTURING COMPANY, MILWAUKEE 7, WIS.

Air Units • Ammonia & Freon Compressors • Booster Compressors • Baudelot Coolers • Water and Brine Coolers • Blast Freezers • Evaporative & Shell & Tube Condensers • Pipe Coils • Valves & Fittings • Pakice and Polarflake Ice Machines

Cincinnati, a corporation of Ohio.

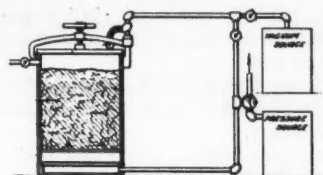
A reciprocating hollow member is provided through which chains of



linked sausage pass and are so whipped that the strings become untied and drop off.

No. 2,690,589, SAUSAGE STUFFER, patented October 5, 1954, by Monte Moses, Los Angeles, California.

Special suction means are pro-

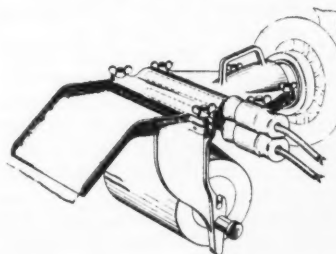


vided for the removal of entrapped air from the meat filling within the machine casing, whereupon the meat, freed of the entrapped air, may be discharged from the casing.

No. 2,690,970, METHOD OF STUFFING MEAT, patented October 5, 1954, by Monte Moses, Los Angeles, Calif.

This patent covers the method which may be carried out by the stuffer of patent 2,690,589.

No. 2,694,222, MEAT EXTRUDING APPARATUS, patented November 16, 1954, by William F. Spang, Medfield, Mass., assignor to Needham



Manufacturing Co., Inc., Needham Heights, Mass., a corporation of Massachusetts.

The apparatus is adapted for attachment to a meat grinding machine to receive the ground meat and mold it to strip form.

# hit the trail...

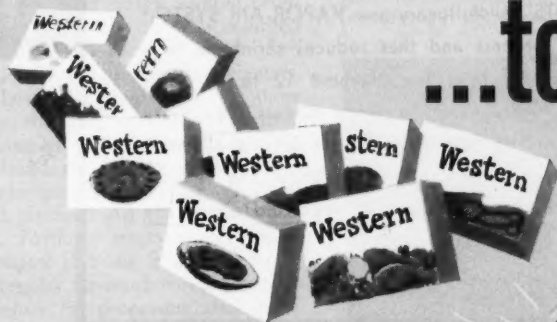


... by using Western Waxed carton overwraps—the most appealing, sparkling, brightest, and toughest wrappers available to the frozen meat and poultry industry—to give you the most outstanding brand identification to sell your product.

Western's carton overwraps are the best because through the facilities of Crown Zellerbach we offer

a complete service—from forest to you—including the world's largest supply of long fiber stock, a fully-staffed creative art and design department, our famous Packaging Research and Development Laboratory, and the latest equipment and methods in the packaging industry—all at your service to provide you with the best frozen food wrappers!

## ...to increased sales!



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### Quicker Beef Chilling with the NEW GEBHARDT VAPORIZED AIR SYSTEM . . .

#### Shortens Chilling Time and Reduces Shrinkage.

GEBHARDTS experience, experiment and sound engineering principle team up to give you tomorrow's refrigeration advantages . . . today! GEBHARDTS' revolutionary new VAPOR-AIR SYSTEM speeds up the chilling process and thus reduces shrinkage to a minimum . . . readies your beef for shipment 12 to 14 hours sooner . . . and adds dollar value to every carcass. No tricky equipment or special valves required. "Vapor-Air" is a simple method of balancing the temperature, circulation and relative humidity to produce the correct velocity of vaporized air. Write for full details today!



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## Schweigert's New Plant

(Continued from page 14)

the firm selected copper piping for its water system.

When the plant opened, its smooth machine-finished concrete floor, while ideal from the standpoint of clean-up, was too slick for safe and efficient movement of the employees. After consulting with the Minnesota Mining & Mfg. Co., the kitchen placed a series of non-skid strips on the floor. Polster says these strips solved the problem of footing and have held up remarkably well in spite of the daily steam detergent washing which the department undergoes.

The walls in the manufacturing room are tiled to about half height and then finished off in Martile, a baked wall covering having a hard, glossy finish which is impervious to moisture and grease and can be cleaned easily. For maximum light, the outside wall of the room is ringed with large glass block windows which have stainless steel sash pans.

The core of the sanitation procedure at the plant is the Clayton steam cleaner located in the basement. This one central unit, which heats water to 200°F. and mixes into it the desired level of detergent, furnishes the plant with properly conditioned clean-up water for all departments. The wash water is piped from the unit to centrally located outlets to which the night cleanup man connects his insulated cleaning gun. By means of this system the whole of the manufacturing plant is cleaned nightly and the smokehouses are scrubbed at regular intervals.

As was noted earlier, stuffed product moves directly into the enlarged smoke and cook room. Here the firm has added four one-cage smokehouses. The heating system used in these houses was engineered by the local gas company. The houses have rapid heat build up and meet the plant's needs for processing a large volume of linked product. All the smokehouses have Partlow controls. However, Schweigert says the firm plans to install regular air-conditioned houses in the future for processing stick products. Four immersion type stainless steel cook vats are employed.

From the cook room the finished product moves into the combination holding and packaging cooler. Here, again, emphasis has been placed on sanitation. The holding bays are built of steel members and equipped with stainless steel holding rails which can be cleaned quickly and easily.

In its packaging operation the firm uses a simple conveyor to expedite the movement of the product from the



VIEW OF women's lunch room, one of several comfort facilities on second floor. Workers enjoy coffee break, with beverage being provided by company in heated container.

six sealing and package forming stations to the central pack off location. Each of the stations has a large stainless steel work table. Polster states that ample work room is the key to efficient hand sealing operations. On her large table the operator can unload a number of sticks at one time and still have plenty of room to make the seal with the iron.

To refrigerate this area the kitchen uses Gebhardt ceiling type units which are nested in the bay itself. The low ceiling in this packaging room posed a refrigeration problem which the units solved. The units are located at the sausage holding level.

For all of its cooling requirements, the firm uses its own well water which has a temperature of 46°F. Formerly this water was pumped through the compressors and wasted. Now the water is circulated through the compressors and then pumped over a 12-

ft. cooling tower and back into the cooling water reservoir for reuse. Polster says this arrangement has saved the plant a considerable amount of water since the well supplies only the amount needed for makeup. The reservoir tank and tower are cleaned twice yearly.

In building a new dry storage section in the plant, the company constructed a tile walled addition fully insulated with Armstrong cork with the thought that this room could be converted with minimum effort into a packaging or holding cooler. Expansion can be accomplished by knocking out one wall and moving into a room already equipped with the major refrigeration requirements.

For its distribution, which covers approximately two-thirds of the state, the firm employs a fleet of 30 refrigerated trucks. Most of these are driver-salesmen vehicles as the sales force is composed basically of routemen. The trucks are equipped with holdover plates and plug-in compressors.

While still in its growing stage the firm has implemented a merchandising policy, the core of which is a weekly meeting of the entire sales staff. Not only are the plans of the firm discussed, but, equally important, customer complaints are aired. If necessary, corrective measures are formulated by the sales staff and management.

To coordinate and implement its merchandising efforts, the kitchen has secured the services of Larry Harback as sales manager. A 30-year industry veteran, Harback will direct the overall selling and advertising effort of the company.

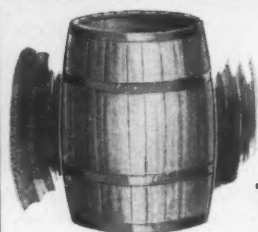
The firm now uses radio time and car card space. Schweigert also uses about 40 courtesy benches located at strategic bus transfer points in the residential neighborhoods. The firm



NIGHTLY RITUAL: Manufacturing room is washed down with hot water and detergent after work day ends.

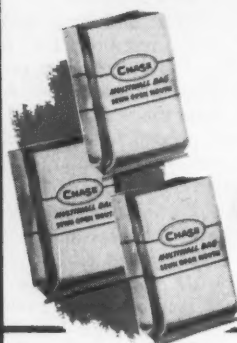


# SHIPPING-COST SAVINGS YOU CAN SEE!



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**100-LB. BARREL  
COSTS . . . . . \$1.40**



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**CHASE BAGS  
COST . . . . . \$ .60**

## YOU SAVE...\$.80

(Multiply this by the number of barrels you use)

These are approximate figures, of course, but they point up an important fact. By using CHASE Polyethylene-Laminated MULTIWALL Bags, instead of barrels, you can cut your packaging and shipping costs some 50% on edible meat products.

And, to this first-cost economy, you can add *still further* savings for there are no bulky barrels to clean, reprocess, and store—no return transportation or trouble with empties.

Yet even all this doesn't tell the whole story. CHASE Polyethylene-Laminated MULTIWALLS prevent evaporation and outside or inside contamination. They're far lighter, easier to handle—cut shipping costs—and tamper-proof and spill-proof, too....extra sturdy for dependable service.

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Check with CHASE on these low-cost MULTIWALLS and on all of your packaging problems. You'll get the personal assistance of long-time specialists, backed by 108 years of continuous CHASE quality.

### OTHER CHASE SPECIALTIES FOR MEAT PACKERS

Sausage Bags • Ham Bags • Paper Meat Covers • Protective Liners • Laminated Materials • Barrel Heads • Drum Headers • Burlap • Burlap Bags, etc. Prompt attention and prompt shipments, whatever your requirements.



ART JOHNSON, route manager, discusses merits of ring product with Larry Harback, newly appointed sales manager.

plans to enter TV advertising in the near future.

The second floor of the plant contains the executive offices, the general office, a meeting room, plus the comfort facilities for the employees. These, along with the manufacturing room, are cooled by York units.

Management has plans to hold an open house to kick off the enlarged sausage venture. Schweigert feels confident that the future will witness further growth in his business. To this end, besides securing the services of Harback as sales manager, he has retained Harvey Feilen, another industry veteran, as plant superintendent.

. . . . .

### Western Germany Continues Large Imports Of Fats, Oils

Western Germany continues to be a large and expanding market for fats, oils and oilseeds, and is second only to the United Kingdom in volume of fats and oils imported, the Foreign Agricultural Service has pointed out. In 1953, Western Germany imported 1,500,000 short tons of oils and oilseeds, and for 1954, these imports are expected to be even larger.

The United States' share of Germany's 1953 imports was 21 per cent although much of it was via third countries. The U.S. shipped such items as soybeans, soybean oil, lard and back fat and tallow. Imports of fats from the U. S. are restricted. Government policy is to buy from soft-currency debtors, where possible, to conserve dollars and to insist on oilseeds rather than oil.

United States edible fats and oils can enter West Germany only via transit, barter, or under U. S. aid or other programs. West Germany buys only those American items of very low price, or not obtainable elsewhere of desired quality.



## Testing...testing...50 years and longer to make CRANE VALVES maintenance free

Testing for product performance values is an old custom with Crane. It was started long before many standards existed—long before others in the field used this means of product improvement and quality control.

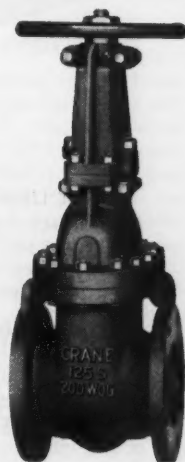
Today's Crane valve testing is done in both field and laboratory by the most scientific techniques. This continuing work seeks to increase valve performance and lessen maintenance needs. A single example is the stem packing test shown above.

Here's one of the reasons back of the thrifty buyers' preference for Crane valves. They can rely on ever-improving Crane quality to protect their company's investments in piping equipment—especially today, in the face of high maintenance and repair costs. No wonder industry keeps using more Crane valves than any other make.

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**Better Quality  
Bigger Selection  
in Valves  
for Every Need**



**VALVES • FITTINGS • PIPE • PLUMBING • HEATING**

**CRANE'S FIRST CENTURY... 1855-1955**

GET JUICIER, PLUMPER CURED MEATS . . .

RICHER, BRIGHTER, LONGER LASTING COLOR . . .

REDUCED COOK-OUT IN CANNED HAMS . . .

SODIUM HEXAMETAPHOSPHATE

**CURAFOS**

SODIUM TRIPOLYPHOSPHATE

**CURAFOS** increases the moisture retaining capacity of lean meat fibers . . . you get plumper, juicier, cured meats. **CURAFOS** develops a richer, brighter color, and retards discoloration . . . you get better consumer acceptance.

**CURAFOS** reduces cook-out in canned ham, boiled ham and canned chopped ham, retaining the protein and natural juices in the meat . . . you get hams that are better tasting and better looking.

**CURAFOS** brand of Sodium Hexameta-phosphate and Sodium Tripolyphosphate are food grade phosphates, and are fully licensed for use under U. S. Patent 2,513,094 and Canadian Patent 471,769. Write or call for the full story on the benefits of **CURAFOS**.

**CURAFOS** brand phosphates are especially processed for ease of solution and are fully soluble at full permitted strength\* in pickle at cellar temperatures.

Associate Members—N.I.M.P.A. and A.M.I. \*M.I.B. Bulletins 190, 190-1, 199

**CALGON, INC.**

HAGAN BUILDING • PITTSBURGH 30, PA.

**THE PHOSPHATES SOLUBLE IN PICKLE AT CELLAR TEMPERATURES**

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## Meat Production Up; 5% Below 1954

Getting back in stride after the holiday lull in activity, inspected packers produced a 23 per cent larger volume of meat at 398,000,000 lbs. than the 323,000,000 lbs. in the New Year's period. However, the 20 per cent increase in cattle kill and the 18 per cent rise in hog slaughter were not enough to bring the week's output closer than 5 per cent under the 417,000,000 lbs. produced in the same period of 1954. Cattle slaughter lagged 11 per cent under a year ago, while that of hogs was 7 per cent larger than last year. Slaughter of calves and sheep was above a week ago, but below 1954. Estimated slaughter and meat production by classes appear below:

Week ended	BEEF		PORK	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
January 8, 1955	352	188.0	1,309	179.3
January 1, 1954	283	151.1	1,113	150.8
January 9, 1954	396	212.0	1,219	170.7

Week ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
January 8, 1955	145	17.0	278	15.3	398
January 1, 1955	89	10.1	237	11.4	323
January 9, 1954	158	19.5	314	15.0	417

1950-54 HIGH WEEK'S KILL: Cattle, 416,624; Hogs, 1,859,215; Calves, 182,240; sheep and lambs, 349,561.

1950-54 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,900; Calves, 55,241; sheep and lambs, 137,677.

### AVERAGE WEIGHTS AND YIELDS (LBS.)

	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
January 8, 1955	980	534	250	137
January 1, 1955	980	534	245	134
January 9, 1954	982	535	246	140

	CALVES		SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
January 8, 1955	215	117	100	48	15.2	49.7
January 1, 1955	205	112	99	48	14.7	40.1
January 9, 1954	225	123	100	48	12.6	37.8

## IRREGULAR CHANGES IN CUTTING MARGINS THIS WEEK

(Chicago costs and credits, first two days of the week)

Irregular price shifts on pork, coupled with a similar situation on live hogs, resulted in uneven changes in cutting margins this week. Pork cuts from handyweight hogs, rising at a faster rate than prices on live hogs helped improve those margins. Middleweights lost value.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week.

	—180-220 lbs.—				—220-240 lbs.—				—240-270 lbs.—			
	Pct. live wt.	Price per lb.	Value per cwt.	Yield	Pct. live wt.	Price per lb.	Value per cwt.	Yield	Pct. live wt.	Price per lb.	Value per cwt.	Yield
Skinned hams	12.8	42.8	\$ 5.48	7.83	12.9	40.6	\$ 5.24	7.23	13.2	37.8	\$ 4.92	6.80
Picnics	5.8	24.1	1.40	1.05	5.6	23.3	1.30	1.82	5.5	22.6	1.24	1.74
Boston butts	4.3	30.5	1.31	1.80	4.1	29.6	1.21	1.72	4.1	29.6	1.21	1.69
Loins (blade in)	10.2	37.3	3.80	5.45	9.9	33.7	3.34	4.68	9.7	34.4	3.35	4.70
Lean cuts	...	...	\$11.99	\$17.09	...	...	\$11.09	\$15.45	...	...	\$10.72	\$14.93
Bellies, S.P.	11.1	34.6	3.84	5.48	9.6	33.6	3.22	4.53	4.1	22.8	.93	1.30
Bellies, D.S.	...	...	...	...	2.1	20.4	.43	.61	8.6	20.4	1.75	2.40
Fat backs	...	...	...	...	3.2	8.0	.25	.36	4.6	10.2	.47	.64
Jowls	1.7	9.4	.16	.24	1.7	9.4	.16	.24	1.9	9.4	.18	.25
Raw leaf	2.3	12.0	.28	.38	2.2	12.0	.26	.37	2.2	12.0	.26	.37
P.S. lard, rend. wt.	14.9	11.6	1.73	2.49	13.5	11.6	1.58	2.17	11.6	11.6	1.36	1.84
Fat cuts and lard	...	...	\$ 6.01	\$ 8.59	...	...	\$ 5.90	\$ 8.28	...	...	\$ 4.95	\$ 6.80
Spareribs	1.6	31.9	.51	.73	1.6	27.1	.43	.62	1.6	23.6	.38	.52
Regular trimmings	3.3	12.6	.42	.59	3.1	12.6	.39	.53	2.9	12.6	.37	.52
Feet, tails, etc.	2.0	...	.20	.30	2.0	...	.20	.30	2.0	...	.20	.30
Offal & misc.	...	...	.55	.80	...	...	.55	.78	...	...	.55	.77
TOTAL YIELD & VALUE	70.0	...	\$19.68	\$28.10	71.5	...	\$18.56	\$25.95	72.0	...	\$17.17	\$23.83
Cost of hogs	...	...	\$17.72	...	...	...	\$17.40	...	...	...	\$16.57	...
Condemnation loss	...	...	.08	...	...	...	.08	...	...	...	.08	...
Handling and overhead	...	...	1.50	...	...	...	1.33	...	...	...	1.21	...
TOTAL COST PER CWT.	...	...	\$19.30	\$27.57	...	...	\$18.81	\$26.30	...	...	\$17.86	\$24.80
TOTAL VALUE	...	...	...	28.10	...	...	25.95	...	...	...	23.83	...
Cutting margin	...	...	...	\$.53	...	...	\$.25	...	...	...	\$.80	...
Margin last week	...	...	...	+.44	...	...	+.15	...	...	...	+.81	...

## MEAT EXPORTS-IMPORTS

Exports and imports of meats during October, as reported by the U. S. Department of Agriculture:

Commodity	Oct., '54 Pounds	Oct., '53 Pounds
EXPORTS (domestic)—		
Beef and veal—		
Fresh or frozen	209,769	1,641,395
Pickled or cured	1,707,500	754,150
Pork—		
Fresh or frozen	1,046,052	270,275
Hams & shoulders, cured or cooked	1,074,741	728,680
Bacon	251,110	98,085
Other pork, pickled, salted or otherwise cured (includes sausage ingredients)	2,120,195	3,425,648
Sausage, bologna & frankfurters (except canned)	84,074	138,812
Other meats, except canned	4,665,950	3,258,457
Canned meats—		
Beef and veal	428,764	546,185
Sausage, bologna & frankfurters	740,506	175,820
Hams and shoulders	104,624	106,043
Other pork, canned	396,610	219,155
Other meats & meat products, canned	750,000	147,188
Lamb and mutton (except canned)	3,975	98,836
Lard (includes rendered pork fat)	46,021,729	19,402,494
Tallow, edible	326,421	2,773,702
Tallow, inedible	87,495,637	101,981,907
Inedible animal oils, n.e.c. (includes lard oil)	376,484	152,900
Inedible animal greases & fats (includes grease stearin)	16,958,353	16,034,660

## IMPORTS—

Beef, fresh or frozen	1,156,909	2,383,673
Veal, fresh or frozen	59,853	57,016
Beef and veal, pickled or cured	513,130	1,160,706
Canned beef (includes corned beef)	6,274,513	5,935,647
Pork, fresh or chilled or frozen	4,118,357	1,857,120
Hams, shoulders, bacon & other pork	538,806	379,389
Canned cooked hams & shoulders	7,050,150	8,005,674
Other pork, prepared or preserved	973,844	...
Lamb, mutton and goat meat	62,365	423
Tallow, edible	...	...
Tallow, inedible	...	120,600

\*Includes many items which consist of varying amounts of meat.

\*Not cooked, boned or canned or made into sausage.

\*Includes fresh pork sausage.

\*Excludes goat meat.

Compiled from official records, Bureau of the Census.

## ST. LOUIS PROVISIONS

Stocks of provisions in St. Louis and East St. Louis on Dec. 31 totaled 11,870,151 lbs. of pork meats compared with 11,286,777 lbs. at the close of Nov. and 9,549,540 lbs. a year earlier, the St. Louis Livestock exchange has reported. Total lard stocks were 3,378,207 lbs., compared with 1,737,577 lbs. a month before and 2,201,060 lbs. a year earlier. Pork and lard cold storage stocks were about 50 per cent of normal at the end of December.

## CHICAGO PROV. SHIPMENTS

Provision shipments, by rail, in the week ended Jan. 8, with comparisons:

	Week ended Jan. 8	Previous Week	Cor. Week 1954
Cured meats, pounds	9,260,000	10,831,000	17,070,000
Fresh meats, pounds	6,630,000	22,916,000	26,827,000
Lard, pounds	2,590,000	2,367,000	1,836,000



Re: Cooper Manufacturing Company

# HANDLING COSTS REDUCED WAREHOUSING SPACE SAVED\*

The Cooper Manufacturing Co., of Marshalltown, Iowa, is famous for its "Cooper Klipper" and "Cyclo-Mo" power mowers — "Gaskoid," "Ferrobies" and "Korkite" gaskets. And for 15 years Hoerner Packaging Engineers have helped the company keep its packaging costs to a minimum with maximum protec-

tion for the contents — from mowers to gaskets. But in addition to savings in package design, Hoerner's and Cooper's have worked closely together to save warehousing space and handling costs through pin-point delivery of boxes dove-tailed with production.

\*The Hoerner Packaging Engineer responsible: F. C. Supinger



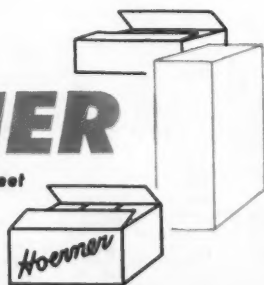
## HOW A HOERNER PACKAGING ENGINEER CAN HELP YOU!

If your company packages things, whatever they are, why not ask us to have a Hoerner Packaging Engineer come in and make an objective study of your packaging operations.

It won't cost you a cent or obligate you in any way. It can mean an increased margin of profit through savings in labor and material costs, prevention of shipping losses. Just write to one of the Hoerner plants listed below.

# HOERNER

GENERAL OFFICE: 600 Morgan Street  
Keokuk, Iowa



SALES OFFICES: 209 S. LaSalle St., Chicago 4  
50 E. 42nd St., New York 17

# BOXES, INC.

PLANTS—Keokuk, Des Moines and Ottumwa, Iowa  
Sand Springs, Oklahoma; Minneapolis, Minnesota  
Fort Worth, Texas; Sioux Falls, South Dakota  
Fort Smith and Little Rock, Arkansas

**Packaging Engineers** Designers and manufacturers of corrugated boxes.

WHOLESALE  
CATTLE

Native steers  
Prime, 6  
Choice, 7  
Choice, 8  
Good, 70  
Commercial  
Canner &  
Bulls

STEER

Price:

Hindquarter  
Forequarter  
Round  
Trimmed  
Regular  
Forequarter  
Brisket  
Rib  
Short  
Flanks

Choice:

Hindquarter  
Forequarter  
Round  
Trimmed  
Regular  
Forequarter  
Brisket  
Rib  
Short  
Flanks

Good:

Round  
Regular  
Brisket  
Rib  
Loins

COW

3/4 da. range  
3/4 range  
4/5 range  
5/6 range  
Bulls, 5

Knuckle  
Insides  
Outsides

Tongue

Hearts  
Livers  
Livers  
Lips  
Lips  
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# Meat and supplies CHICAGO prices

## WHOLESALE FRESH MEATS

CARCASS BEEF (l.c.l. prices)	
Native steers	Jan. 11, 1955
Prime, 600/700	49
Choice, 500/700	44½
Choice, 700/800	43½ @ 44
Good, 700/800	36 @ 36½
Commercial cows	23½ @ 24
Canner & cutter cows	21½
Bulls	20

## STEER BEEF CUTS (l.c.l. prices)

Price:	
Hindquarter	60.00 @ 62.5
Forequarter	40.00 @ 43.0
Round	47.00 @ 48.0
Trimmed full loin	100.00 @ 105.0
Regular chuck	36.00 @ 38.0
Foreshank	16.00 @ 18.0
Brisket	36.00 @ 37.0
Rib	78.00 @ 80.0
Short plate	13.00 @ 14.0
Flanks (rough)	14.00 @ 15.0

Choice:	
Hindquarter	52.00 @ 54.0
Forequarter	36.00 @ 38.0
Round	46.00 @ 47.0
Trimmed full loin	80.00 @ 83.0
Regular chuck	35.00 @ 37.0
Foreshank	16.00 @ 18.0
Brisket	36.00 @ 37.0
Rib	63.00 @ 65.0
Short plate	13.00 @ 14.0
Flanks (rough)	14.00 @ 15.0

Good:	
Round	43.00 @ 45.0
Regular chuck	34.00 @ 35.0
Brisket	35.00 @ 36.0
Rib	49.00 @ 51.0
Loins	60.00 @ 62.0

COW & BULL TENDERLOINS	
3/dn. range cows (frozen)	50 @ 51
3/4 range cows (frozen)	58 @ 60
4/5 range cows (frozen)	65 @ 72
5/up range cows (frozen)	85 @ 87
Bulls, 5/up	80 @ 90

## BEEF HAM SETS

Kneecaps, 7½/up	35 @ 38
Insides, 12/up	35 @ 38
Outsides, 8/up	33 @ 35

## BEEF PRODUCTS

Tongues, No. 1	30 @ 35
Hearts, regular	12
Livers, selected	27 @ 28
Livers, regular	17½
Lips, scalded	9½
Lips, unscaled	8
Tripe, scalded	6
Tripe, cooked	6½
Lungs	7
Melts	5½
Udders	5½

## FANCY MEATS

(l.c.l. prices)	
Beef tongues, corned	44
Veal breads, under 12 oz.	56
12 oz. up	57
Cut tongue, 1/down	31
Ox tails, under ¾ lb.	14 @ 19
Over ¾ lbs.	16½

## WHOLESALE SMOKED MEATS

Hams, skinned, 14/16 lbs., wrapped	50
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	50
Hams, skinned, 16/18 lbs., wrapped	46
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	47
Bacon, fancy, trimmed, brisket off, 8/10 lbs., wrapped	50½
Bacon, fancy sq. cut, seedless, 12/14 lbs., wrapped	44
Bacon, No. 1 sliced, 1-lb. open-faced layers	54

## VEAL—SKIN OFF

(l.c.l. prices)	
Prime, 80/110	\$45.00 @ 47.00
Prime, 110/150	44.00 @ 46.00
Choice, 50/80	35.00 @ 37.00
Choice, 80/110	40.00 @ 43.00
Choice, 110/150	29.00 @ 32.00
Good, 50/80	29.00 @ 32.00
Good, 80/110	35.50 @ 38.00
Commercial, all wts.	26.00 @ 31.00

## CARCASS MUTTON

(l.c.l. prices)	
Choice, 70/down	10 @ 17
Good, 70/down	14 @ 15

## CARCASS LAMB (l.c.l. prices)

Prime, 40/50	44 @ 45
Prime, 50/60	42 @ 44
Choice, 40/50	42 @ 43½
Choice, 50/60	41 @ 42½
Good, all wts.	39 @ 40½

## SAUSAGE MATERIALS—FRESH

Pork trim., reg. 40%	14 @ 15
bbbs.	
Pork trim., guar. 50%	17
lean, bbbs.	
Pork trim., 80% lean,	32 @ 33
bbbs.	
Pork trim., 95% lean,	45
bbbs.	
Pork head meat	21
Pork cheek meat, trim.,	22½ @ 23
bbbs.	28½ @ 29
C.C. cow meat, bbbs.	35½
Beef trim., 75/85 bbbs.	22
Beef trim., 85/90 bbbs.	25
Bon's chucks, bbbs.	28½ @ 29
Beef cheek meat, trmd.,	17½
bbbs.	15
Beef head meat, bbbs.	30 @ 30½
Shank meat, bbbs.	23½ @ 24
Veal trim., bon's, bbbs.	23½ @ 24

## FRESH PORK AND PORK PRODUCTS

Hams, skinned, 10/12	45½
Hams, skinned, 12/14	43
Hams, skinned, 14/16	41
Pork loins, reg. 8/12	39 @ 40
Pork loins, bon's, 100's	68 @ 70
Shoulders, 16/dn., loose	29
Picnics, 4/6 lbs., loose	20½
Picnics, 6/8 lbs.	25
Pork livers	9 @ 10
Boston butts, 4/8 lbs.	32 @ 33
Tenderloins, fresh, 10's	78 @ 80
Neck bones, bbbs.	8 @ 9
Brains, 10's	9 @ 10
Ears, 30's	10 @ 11
Snouts, lean in, 100's	7 @ 8
Feet, s.c., 30's	6 @ 7

## SAUSAGE CASINGS (l.c.l. prices quoted to manufacturers of sausage)

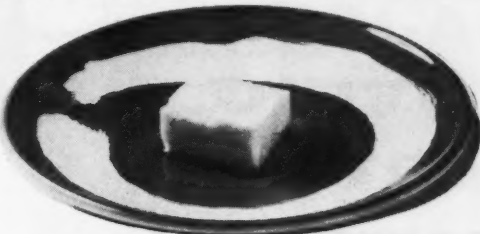
Beef casings:	
Domestic rounds, 1½ to 1½ inch	55 @ 70
Domestic rounds, over 1½ inch, 140 pack	70 @ 1.00
Export rounds, wide, over 1½ inch	1.30 @ 1.45
Export rounds, medium, 1½ @ 1½ inch	85 @ 1.05
Export rounds, narrow, 1½ inch, under	1.00 @ 1.20
No. 1 weas., 24 in. up	13 @ 16
No. 1 weas., 22 in. up	9 @ 13
No. 2 weasands	8 @ 10
Middles, sew., 1½/2 in.	95 @ 1.35
Middles, select, wide, 2½/2 in.	1.25 @ 1.65
Middles, extra select, 2½ @ 2½ in.	1.95 @ 2.25
Beef bungs, exp. No. 1	25 @ 31
Beef bungs, domestic	20 @ 24
Dried or salt, bladders, piece:	
8-10 in. wide, flat	8 @ 13
10-12 in. wide, flat	9 @ 16
12-15 in. wide, flat	16 @ 22
Pork casings:	
Extra narrow, 29 mm. & dn.	4.00 @ 4.25
Narrow, mediums, 29 @ 32 mm.	3.85 @ 4.15
32 @ 35 mm.	2.70 @ 3.00
Spec. med. 35 @ 38 mm.	1.80 @ 2.10
Export bungs, 34 in. cut	42 @ 52
Lee, pr. bungs, 32/34 in.	32 @ 35
Med. prime bungs, 32/34 in. cut	23 @ 28
Small prime bungs	12 @ 20
Hoe middles, 1 per set, cap. off	55 @ 70
Sheep Casings (per hank):	
26/28 mm.	4.70 @ 5.00
24/26 mm.	4.70 @ 5.10
22/24 mm.	4.45 @ 4.90
20/22 mm.	3.20 @ 3.65
18/20 mm.	2.15 @ 2.65
16/18 mm.	1.35 @ 1.90

## DRY SAUSAGE

(l.c.l. prices)	
Cervelat, ch. hog bungs	88 @ 80
Thuriger	43 @ 47
Farmer	70 @ 74
Holsteiner	72 @ 76
B. C. Salami	70 @ 81
Genoa style salami, ch.	93 @ 97

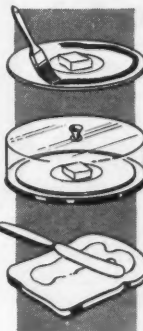
# no risk to foods in your cooler with this truly damp-proof ODORLESS PAINT

Who else dares offer this startling proof! Only KOCH invites you to make the "Saucer Taste-Test"—as positive proof that KOCH Odorless Damp-Proof Enamel imparts NO ODOR OR TASTE to exposed meats, dairy products—any kind of food.



Prove to yourself that ...

**KOCH** ODORLESS DAMP-PROOF ENAMEL  
is absolutely SAFE to use inside your cooler.



Make this simple  
**SAUCER TASTE-TEST!**

Place a small pat of butter on a saucer. Paint a ring around the butter with KOCH Odorless Damp-Proof Enamel.

To trap any possible point odor, cover the saucer with a large pan or cake cover. Let it stand over night.

Spread the butter on your breakfast toast and eat it. Prove to yourself that KOCH Odorless Damp-Proof Enamel leaves absolutely no taste or odor in exposed food.

Prove to yourself that there is no need to remove foods when you paint your cooler. KOCH Odorless Damp-Proof Enamel can be applied directly over damp walls. Resists flaking and blistering. Use in any temperature down to 32° F. Non-yellowing gloss white finish takes repeated washings with strong cleaning compounds. Brush or spray it.

**KOCH SUPPLIES**

2518 Holmes St.  
Kansas City 8, Mo.  
Phone Victor 3788

☐ YES—I want to make the "Saucer Taste-Test." Send me one quart of KOCH Odorless Damp-Proof Enamel @ \$2.20. If it does not prove entirely satisfactory (and I'm the sole judge!), my entire purchase price will be refunded.

☐ Please rush my order for:

(gallons)	KOCH Odorless Damp-Proof Enamel, gloss white @ \$8.00 per gallon (15¢ per gal. less in 5's)
(gallons)	KOCH Odorless Damp-Proof Enamel, Undercoater @ \$7.00 per gallon (15¢ per gal. less in 5's)
(gallons)	KOCH Odorless Damp-Proof Enamel Thinner @ \$2.80 per gallon.

NAME \_\_\_\_\_  
FIRM \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

# 3

## MAJOR MOVING PARTS

**assure easy  
operation . . .  
low cost  
maintenance!**

A big reason for the growing popularity of Anderson Crackling Expellers\* is their simplicity of design. Actually in an Expeller there are only three moving parts that come in contact with the material . . . the main pressing shaft, the vertical feed worm, and the tempering agitator! This limited number of moving parts makes operation of an Expeller simple and easy . . . an important factor in meat packing and rendering plants where skilled labor is not always available. In addition to the fact that any workman in your plant can run an Expeller, the use of only three major parts keeps maintenance costs extremely low, since there are a limited number of parts subject to wear. If you're trying to get along without an Expeller, you owe it to your business to look into their advantages. Find out by an actual visit to a packing or rendering plant how easy an Expeller is to operate and maintain! Write today and we will gladly show you without obligation an Expeller setup near you.

\*Trade Mark Reg. U. S. Pat. Off.

**THE V. D. ANDERSON COMPANY**  
1965 West 96th Street • Cleveland 2, Ohio  
Subsidiary of Chesapeake Industries Inc.

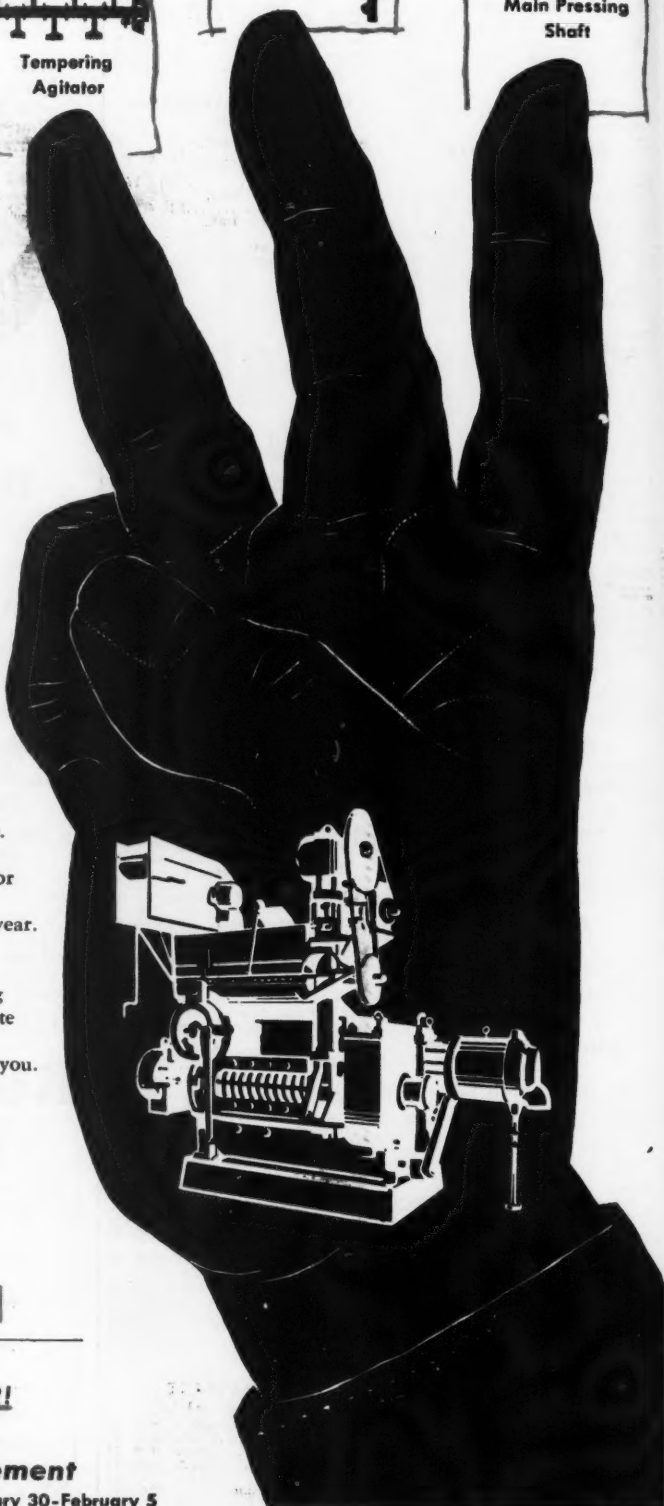
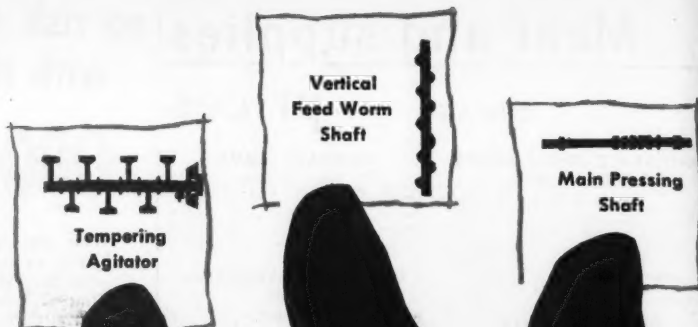


**ONLY  
ANDERSON  
MAKES  
EXPELLER!**



**support Junior Achievement**

Junior Achievement Week — January 30-February 5



**DOMES**

(  
Pork sausag  
Pork sausag  
Frankfurter  
Frankfurter  
Bologna (ri  
Bologna, ar  
Smoked live  
New Eng. l  
Souse . . .  
Polish sausa  
Pickle & Pi  
Olive loaf  
Pepper loaf  
Smoke snac  
Smoke links

(Basis Cl

Allspice, p  
Resifted  
Chili Powde  
Chili Pepper  
Cloves, Zar  
Ginger, Jar  
Mace, fanc  
West Ind  
East Ind  
Mustard fl  
No. 1 . . .  
West Ind  
Paprika, S  
Pepper, Ca  
Red, No.  
Pepper:  
White .  
Black .

**PACI**

**FRESH B**  
**STEERS:**

Choice:  
500-600  
600-700

Good:  
500-600  
600-700

Commercial  
350-500

**COW:**  
Commercial  
Utility.

**FRESH C**

Choice:  
200 lb  
Good:  
200 lb

**LAMB (C**

Prime:  
40-50  
50-60

Choice:  
40-50  
50-60  
Good,

**MUTTON**

Choice,  
Good,

**FRESH**

80-12  
120-15

**FRESH**

LOINS  
8-10  
10-12  
12-16

**PICNIC**  
4-8

**HAMS**  
12-16  
16-18

**BACON**  
6-8  
8-10  
10-12

**LARD**  
1-lb  
50-lb  
Tier

**JANU**



## DOMESTIC SAUSAGE

(l.c.l. prices)

Pork sausage, sheep cas.	38
Pork sausage, sheep cas.	47 1/2 @ 49
Frankfurters, sheep cas.	47 @ 48
Frankfurters, skinless	37 1/2 @ 39 1/2
Bologna (ring)	35 1/2 @ 42
Bologna, artificial cas.	31 1/2 @ 33 1/2
Smoked liver, hog bungs	39 1/2 @ 41 1/2
New Eng. lunch, spec.	59 @ 60
Souse	30 1/2
Polish sausage, smoked	42 @ 60
Pickle & Pimiento loaf	33 @ 35 1/2
Olive loaf	34 1/2 @ 41 1/2
Pepper loaf	39 @ 55 1/2
Smoke snacks	47 1/2
Smoke links	52 1/2

## SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime	1.11	1.20
Resifted	1.15	1.23
Chili Powder	47	47
Chili Pepper	47	47
Cloves, Zanzibar	79	85
Ginger, Jam., unbl.	48	54
Mace, fancy, Banda	1.70	1.90
West Indies	1.85	1.85
East Indies	1.75	1.75
Mustard flour, fancy	37	37
No. 1	33	33
West India Nutmeg	55	55
Paprika, Spanish	51	51
Pepper, Cayenne	53	53
Red, No. 1	53	53
Pepper:		
White	78	84
Black	58	64

## SEEDS AND HERBS

(l.c.l. prices)

	Whole	Ground
Caraway seed	28	33
Cominos seed	26	30
Mustard seed		
fancy	23	23
Yellow American	20	20
Oregano	34	41
Coriander, Morocco		
Natural No. 1	17	21
Marjoram, French	46	52
Sage, Dalmatian		
No. 1	56	64

## CURING MATERIALS

Cwt.

Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.81
Salt peter, n. ton, f.o.b. N.Y.	
Dbf. refined gran.	11.25
Small crystals	14.00
Medium crystals	15.40
Pure rfd., gran. nitrate of soda	5.25
Pure rfd., powdered nitrate of soda	6.25
Salt, in min. car. of 45,000 lbs. only, paper sacked, f.o.b. Chgo.; Gran. (ton)	27.00
Rock, per ton in 100-lb. bags, f.o.b. whse., Chgo.	26.00
Sugar—	
Raw, 96 basis, f.o.b. N.Y.	5.95
Refined standard cane gran., basis	8.30 @ 8.65
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.10
Dextrose, per cwt.	
Cerelease, Reg. No. 53	7.35
Ex-Whse., Chicago	7.45



10 Good Reasons  
for Using  
**CAINCO**

**Albulac\***

- Binds Low Protein Meats!
- Solidifies Under Heat!
- Holds Shrinkage to a Minimum!
- Improves Shelf Life!
- Minimizes Jelly Pockets!
- Stabilizes Water and Fat!
- Increases Yield!
- Improves Sausage Texture!
- Supplements Natural Albumen!
- Controls Moisture!

CAINCO ALBULAC IS A HIGH ALBUMEN . . . EXCEPTIONALLY ADHESIVE . . . SPRAY DRIED . . . PURE MILK PRODUCT!

Manufactured Exclusively for

**CAINCO, INC.**

Seasonings and Sausage Manufacturers Specialists

222-224 W. KINZIE

CHICAGO 10, ILL.

\*Powdered Milk Product

## PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass):	Los Angeles Jan. 11	San Francisco Jan. 11	No. Portland Jan. 11
-----------------------	------------------------	--------------------------	-------------------------

### STEERS:

Choice:

500-600 lbs.	\$40.50 @ 42.00	\$41.00 @ 43.00	\$40.00 @ 42.50
600-700 lbs.	39.50 @ 41.00	40.00 @ 41.00	39.00 @ 42.00

Good:

500-600 lbs.	37.00 @ 39.00	38.00 @ 39.00	36.00 @ 40.00
600-700 lbs.	36.00 @ 38.00	37.00 @ 38.00	35.00 @ 39.00

Commercial:

350-500 lbs.	33.00 @ 36.00	35.00 @ 37.00	32.00 @ 36.00
--------------	---------------	---------------	---------------

### COW:

Commercial, all wts.	24.00 @ 27.00	27.00 @ 31.00	26.00 @ 32.00
Utility, all wts.	23.00 @ 26.00	23.00 @ 27.00	24.00 @ 28.00

### FRESH CALF:

(Skin-Off)

(Skin-Off)

(Skin-Off)

Choice:			
200 lbs. down	36.00 @ 39.00	None quoted	36.00 @ 40.00
Good:			
200 lbs. down	35.00 @ 37.00	38.00 @ 40.00	35.00 @ 37.00

### LAMB (Carcass):

Prime:			
40-50 lbs.	40.00 @ 41.00	40.00 @ 42.00	39.00 @ 41.00
50-60 lbs.	39.00 @ 40.00	39.00 @ 40.00	38.00 @ 40.00
Choice:			
40-50 lbs.	40.00 @ 41.00	40.00 @ 42.00	39.00 @ 41.00
50-60 lbs.	39.00 @ 40.00	38.00 @ 40.00	38.00 @ 40.00
Good, all wts.	37.00 @ 39.00	36.00 @ 38.00	36.00 @ 39.00

### MUTTON (EWE):

Choice, 70 lbs. down	23.00 @ 25.00	None quoted	16.00 @ 19.00
Good, 70 lbs. down	23.00 @ 25.00	None quoted	16.00 @ 19.00

### FRESH PORK (Carcass): (Packer Style)

(Shipper Style)

(Shipper Style)

80-120 lbs.	None quoted	None quoted	None quoted
120-160 lbs.	30.00 @ 32.00	30.00 @ 32.00	30.00 @ 31.00

### FRESH PORK CUTS No. 1:

LOINS:			
8-10 lbs.	42.00 @ 46.00	45.00 @ 48.00	44.00 @ 47.00
10-12 lbs.	42.00 @ 46.00	42.00 @ 44.00	44.00 @ 47.00
12-16 lbs.	42.00 @ 46.00	42.00 @ 44.00	43.00 @ 47.00

PICNICS:	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	32.00 @ 37.00	34.00 @ 38.00	35.00 @ 39.00

HAMS, Skinned:			
12-16 lbs.	50.00 @ 56.00	54.00 @ 58.00	52.00 @ 56.50
16-18 lbs.	48.00 @ 56.00	50.00 @ 56.00	51.00 @ 54.00

BACON, "Dry Cure" No. 1:			
6-8 lbs.	48.00 @ 58.00	55.00 @ 60.00	55.00 @ 60.00
8-10 lbs.	46.00 @ 54.00	52.00 @ 56.00	52.00 @ 56.00
10-12 lbs.	44.00 @ 50.00	48.00 @ 52.00	50.00 @ 53.00

LARD, Refined:			
1-lb. cartons	18.00 @ 19.00	19.00 @ 20.00	17.50 @ 18.50
5-lb. cartons & cans	15.50 @ 18.00	17.00 @ 19.00	None quoted
Tierces	15.25 @ 17.50	16.50 @ 17.50	16.00 @ 18.00

STAINLESS, AS ONLY STAINLESS STEEL CAN BE!

**TYSON STAINLESS STEEL  
"SMOKE STICKS"**

TRANSFERS  
HEAT IN  
SECONDS

WILL NOT PIT  
IN CONTACT WITH  
CURED PRODUCTS

MADE  
EXPRESSLY FOR  
WEINERS, NO-JAX AND  
PORK SAUSAGE

**DIE STAMPED  
FOR UNIFORMITY**

**ADVANTAGES OF TYSON'S STAINLESS STEEL SMOKE STICK**

WILL NOT MARK WEINERS OR NO-JAX, ELIMINATING THE POSSIBILITY OF SMOKEHOUSE SPOTS.

A PERFECT STICK FOR PORK SAUSAGE, WILL NOT LEAVE GRAY SPOTS.

SANITARY—WILL NOT RUST—EASILY CLEANED AND STERILIZED IN SECONDS, USING BOILING WATER OR STEAM. THE ONLY STICK THAT CAN BE COMPLETELY STERILIZED, LIKE A SURGICAL INSTRUMENT.

MADE IN ANY LENGTH AND GUARANTEED TO LAST A LIFETIME.

THE THOUSANDS ALREADY IN USE ATTEST TO THE CAPABILITY OF THIS NEW AND ECONOMICAL SMOKE STICK.

AVAILABLE FOR HEAVIER PRODUCTS IN HEAVIER GAUGE "IMMEDIATE DELIVERY"

ADDITIONAL STAINLESS STEEL  
PRODUCTS AVAILABLE FOR  
IMMEDIATE DELIVERY

CONVENIENT SIZES  
MEAT LOAF PANS

CUSTOM BUILT  
STUFFING TABLES

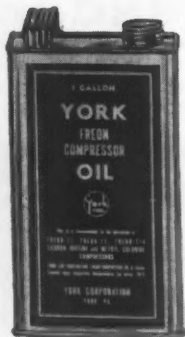
EXCLUSIVE SALES AGENT  
**W. M. YEAGER**  
609 COLLEGE AVE.  
PITTSBURGH 32, PA.

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# YORK REFRIGERATION OILS:

# stability



Heat is the great enemy of unstable oils, and compressors are running hotter.

Operating speeds and temperatures have been rising steadily in recent years, and engineers expect this trend to continue.

If the oil you use to protect your investment in equipment needs one thing, it's *stability*—and York Oils have it!

York Oil is available through York District Offices and Authorized Jobbers

## IT ALWAYS PAYS TO USE YORK ACCESSORIES AND SUPPLIES

- Air Filters • Air Fittings • Automatic Controls •
- Brine Testing Sets • Can Covers • Can Dumps •
- Can Fillers • Charging Connections • Coils and Piping •
- Cold Storage Doors • Freon Refrigerants • Gas Masks •
- Ice Cans • Maintenance Contracts • Motors • Pumps •
- Oil • Oil Traps • Purge Devices • Receivers •
- Renewal Parts • Suction Traps • Spot Service •
- Valves and Fittings.

YORK CORPORATION

the quality name in refrigeration oils



HEADQUARTERS FOR MECHANICAL COOLING SINCE 1885

# MARKET PRICES

## NEW YORK

### WHOLESALE FRESH MEATS CARCASS BEEF

	Jan. 11, 1955
	Western
	Per Cwt.
(L.c.l. prices)	
Steer:	
Prime, 700/800	\$48.50@49.50
Prime, 800/900	48.00@48.50
Choice, 600/800	44.50@46.00
Choice, 800/900	44.00@44.50
Good, 500/700	40.00@42.00
Commercial	35.00@38.00
Cow, commercial	28.00@29.00
Cow, utility	23.00@26.00

### BEEF CUTS (L.c.l. prices)

	City
Prime Steer:	
Hindqtrs., 600/800	60.00@63.00
Hindqtrs., 800/900	59.00@60.00
Rounds, flank off	51.00@52.00
Rounds, diamond bone	51.00@52.00
Flank off	51.00@52.00
Short loins, untrim.	92.00@105.00
Short loins, trim.	120.00@138.00
Flanks	13.00@15.00
Ribs (7 bone cut)	72.00@80.00
Arm chucks	39.00@41.00
Briskets	34.00@35.00
Plates	15.00@16.00
Foreqtrs. (Kosher)	46.00@49.00
Arm chucks (Kosher)	47.00@50.00
Briskets (Kosher)	36.00@38.00

Choice Steer:	
Hindqtrs., 600/800	54.00@57.00
Hindqtrs., 800/900	53.00@54.00
Rounds, flank off	50.00@51.00
Rounds, diamond bone	50.00@51.00
Flank off	50.00@51.00
Short loins, untrim.	72.00@85.00
Short loins, trim.	95.00@115.00
Flanks	13.00@15.00
Ribs (7 bone cut)	60.00@65.00
Arm chucks	38.00@39.00
Briskets	34.00@35.00
Plates	15.00@16.00
Foreqtrs. (Kosher)	42.00@45.00
Arm chucks (Kosher)	41.00@44.00
Briskets (Kosher)	36.00@37.00

### FANCY MEATS (L.c.l. prices)

	Cwt.
Veal breads, under 6 oz.	\$55.00
6 to 12 oz.	50.00@51.00
12 oz. up	81.00@82.00
Beef livers, selected	31.00@32.00
Beef kidneys	12.00
Ortals, over 6 lbs.	12.00@14.00

### LAMBS (L.c.l. prices)

	City
Prime, 30/40	\$47.00@48.00
Prime, 40/45	49.00@50.00
Prime, 45/55	46.00@48.00
Choice, 30/40	46.00@48.00
Choice, 40/45	46.00@48.00
Choice, 45/55	46.00@47.00
Good, 30/40	45.00@47.00
Good, 40/45	46.00@48.00
Good, 45/55	42.00@45.00
Prime, 40/45	\$45.00@46.00
Prime, 45/50	45.00@46.00
Prime, 50/55	45.00@46.00
Choice, 55/down	43.00@45.00
Good, all wts.	40.00@42.00

### FRESH PORK CUTS

	(L.c.l. prices)
	Western
Pork loins, 8/12	\$41.00@44.00
Pork loins, 12/16	40.00@41.00
Hams, sknd., 10/14	42.00@48.00
Boston butts, 4/8	37.00@39.00
Spareribs, 3/down	37.00@39.00
Pork trim., regular	28.00
Pork trim., spec. 80%	44.00
	City
Hams, sknd., 10/14	\$47.00@53.00
Pork loins, 8/12	45.00@49.00
Pork loins, 12/16	42.00@45.00
Picnics, 4/8	32.00@34.00
Boston butts, 4/8	36.00@41.00
Spareribs, 3/down	36.00@42.00

### VEAL—SKIN OFF (L.c.l. prices)

	Western
Prime, 80/110	\$45.00@49.00
Prime, 110/150	45.00@48.00
Choice, 80/110	43.00@46.00
Choice, 110/150	42.00@45.00
Good, 50/80	30.00@33.00
Good, 80/110	35.00@40.00
Good, 110/150	34.00@38.00
Commercial, all wts.	26.00@32.00

### DRESSED HOGS

	(L.c.l. prices)
	(Head on, leaf fat in)
50 to 75 lbs.	\$29.75@32.75
75 to 100 lbs.	29.75@32.75
100 to 125 lbs.	29.75@32.75
125 to 150 lbs.	29.75@32.75

### BUTCHERS' FAT

	Cwt.
Shop fat	\$2.00
Breast fat	3.00
Inedible suet	3.25
Edible suet	3.25

## LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, Jan. 12, were reported as follows:

### CATTLE:

Steers, prime	\$32.00 only
Steers, choice	25.00@29.50
Steers, good	20.00@24.00
Steers, commercial	17.00@19.50
Heifers, ch. & pr.	24.00@24.50
Heifers, com'l & gd.	14.50@22.50
Cows, com'l	11.50@12.50
Cows, util. & com'l	10.00@11.50
Cows, can. & cut.	7.50@9.75
Bulls, util. & com'l	11.50@14.00

### HOGS:

Choice, 180/210	\$16.75@17.75
Choice, 210/220	16.75@17.75
Choice, 220/230	16.75@17.75
Good, 240/300	15.25@17.00
Sows, 400/down	14.50@15.00

### LAMBS:

Good & prime	19.50@20.75
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## LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt., paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Dec. 31, compared with the same time 1953, was reported to The National Provisioner by the Canadian Department of Agriculture as follows:

STOCK-YARDS	GOOD STEERS Up to 1000 lbs.		VEAL CALVES Good and Choice		HOGS* Grade B <sup>1</sup> Dressed		LAMBS Good Handyweight	
	1954	1953	1954	1953	1954	1953	1954	1953
Toronto	\$20.00	\$19.37	\$25.00	\$25.16	\$27.10	\$33.00	\$21.39	\$22.76
Montreal	20.25	19.25	24.00	26.50	27.50	33.00	20.50	19.56
Winnipeg	18.50	17.50	25.29	24.28	24.06	30.18	17.38	20.00
Calgary	18.71	17.57	20.25	18.03	23.25	31.70	17.44	19.34
Edmonton	18.25	17.60	17.50	21.00	24.00	32.10	18.00	21.00
Lethbridge	19.40	17.45	17.25	19.30	23.25	31.35	17.50	18.00
Pr. Albert	18.55	17.50	17.25	19.30	22.50	29.10	18.00	18.00
Moose Jaw	17.75	16.40	16.50	14.50	23.00	29.10	18.00	18.00
Saskatoon	18.10	16.90	19.00	20.00	23.00	29.10	16.70	18.00
Regina	18.25	16.30	18.20	18.75	23.00	29.10	18.00	18.00
Vancouver							19.00	18.00

\*Dominion Government premiums not included.

# CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

## CASH PRICES

**F.O.B. CHICAGO  
CHICAGO BASIS  
WEDNESDAY, JAN. 12, 1955  
REGULAR HAMS**

Fresh or F.F.A.	Frozen
8-10 ..... 41½n	41½n
10-12 ..... 41½n	41½n
12-14 ..... 39n	39n
14-16 ..... 37n	37n
16-18 ..... 35n	35n
18-20 ..... 32½n	32½n
20-22 ..... 32n	32n

**SKINNED HAMS**

Fresh or F.F.A.	Frozen
10-12 ..... 44	44
12-14 ..... 41½	41½
14-16 ..... 39½	39½
16-18 ..... 37½	37½
18-20 ..... 35	35
20-22 ..... 34½a	34½n
22-24 ..... 34½a	34½n
24-26 ..... 34½a	34½n
26-30 ..... 34½n	34½n
25/up, 2's in 32½ @ 32½	32½ @ 32½n

**PICNICS**

Fresh or F.F.A.	Frozen
4-6 ..... 25½	25½n
6-8 ..... 23½ @ 23½	23½ @ 23½n
8-10 ..... 22½	22½n
10-12 ..... 22	22n
12-14 ..... 22	22n
8/up, 2's in 22	22n

**OTHER CELLAR CUTS**

Fresh or Frozen	Cured
Sq. jowls .12½	13½n
Jowl butts .11	11n
S. P. jowls .	11n

**BELLIES  
(Square Cut)**

Fresh or F.F.A.	Frozen
6-8 ..... 38 @ 38½n	38 @ 38½n
8-10 ..... 38 @ 38½	38 @ 38½
10-12 ..... 32	32
12-14 ..... 30	30
14-16 ..... 24	24
16-18 ..... 22½	22½
18-20 ..... 21	21

**GR. AMN. BELLIES**

Fresh or F.F.A.	Frozen
18-20 ..... 18½	18½
20-25 ..... 18½	18½
25-30 ..... 17½	17½
30-35 ..... 16½	16½
35-40 ..... 16	16
40-50 ..... 15½	15½

**FAT BACKS**

Fresh or Frozen	Cured
6-8 ..... 9n	9n
8-10 ..... 9½n	9½
10-12 ..... 9½n	9½
12-14 ..... 10n	10
14-16 ..... 13½n	13½
16-18 ..... 15½n	15½
18-20 ..... 15½n	15½
20-25 ..... 15½n	15½

**BARRELED PORK**

Clear Fat Back	Pork
60-70 ..... 30n	30n
70-80 ..... 30n	30n
80-100 ..... 29n	29n
100-125 ..... 28½n	28½n

## LARD FUTURES PRICES

**FRIDAY, JAN. 7, 1955**

Open	High	Low	Close
Jan. 13.02½	13.07½	12.92½	13.07½
Mar. 12.85	12.92½	12.75	12.92½
May 12.85	12.85	12.77½	12.82½b
July 12.87½	12.92½	12.87½	12.92½
Sept. 13.00	13.00	12.97½	12.87½a

Sales: 9,720,000 lbs.

Open interest at the close Thurs., Jan. 6: Jan. 484; Mar. 596; May 262; July 97; and Sept. 3 lots.

**MONDAY, JAN. 10, 1955**

Open	High	Low	Close
Jan. 13.07½	13.12½	12.97½	13.00
Mar. 12.95	12.95	12.85	12.87½a
May 12.90	12.90	12.82½	12.82½
July 12.92½	12.92½	12.90	12.90a
Sept. ....	.....	12.97½b	12.97½b

Sales: 4,680,000 lbs.

Open interest at close Fri., Jan. 7: Jan. 406, Mar. 610, May 263, July 100, and Sept. 3 lots.

**TUESDAY, JAN. 11, 1955**

Open	High	Low	Close
Jan. 12.90	12.90	12.77½	12.75
Mar. 12.75	12.82½	12.65	12.67½
May 12.80	12.80	12.62½	12.65a
July 12.87½	12.87½	12.77½	12.77½a
Sept. 12.95	12.95	12.90	12.90a

Sales: 12,480,000 lbs.

Open interest at close Mon., Jan. 10: Jan. 389, Mar. 619, May 262, July 102, and Sept. 3 lots.

**WEDNESDAY, JAN. 12, 1955**

Open	High	Low	Close
Jan. 12.67½	12.70	12.60	12.62½b
Mar. 12.65	12.65	12.57½	12.62½b
May 12.62½	12.62½	12.55	12.57½
July 12.72½	12.72½	12.67½	12.67½a
Sept. 12.85	12.85	12.80	12.80b

Sales: 7,440,000 lbs.

Open interest at close Tues., Jan. 11: Jan. 352, Mar. 654, May 276, July 109, and Sept. 6 lots.

**THURSDAY, JAN. 13, 1955**

Open	High	Low	Close
Jan. 12.65	12.87½	12.65	12.85
Mar. 12.70	12.80	12.70	12.74
May 12.65	12.75	12.65	12.67½a
July 12.75	12.77½	12.75	12.75a
Sept. 12.92½	12.92½	12.90	12.90a

Sales: 2,500,000 lbs.

Open interest at close Wed. Jan. 12: Jan. 329, Mar. 662, May 289, July 119, and Sept. 10 lots.

## HOG-CORN RATIO

The hog-corn ratio for barrows and gilts at Chicago for the week ended January 8, 1955 was 10.9, according to a report by the U.S. Department of Agriculture. The ratio compared with the 11.1 ratio reported for the preceding week and 15.5 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling at \$1.551 per bu. in the week ended January 8, 1955, \$1.549 per bu. in the previous week and \$1.563 per bu. for the same period a year earlier.

## PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$16.25
Refined lard, 50-lb. cartons, f.o.b. Chicago	16.25
Kettle rend., tierces, f.o.b. Chicago	16.75
Leaf, kettle rend., tierces, f.o.b. Chicago	17.25
Lard flakes, f.o.b. Chicago	18.50
Neutral tierces, f.o.b. Chicago	18.50
Standard shortening* N. & S.	21.50
Hydrogenated shortening N. & S.	22.75

\*Delivered.

## WEEK'S LARD PRICES

P.S. or Dry	P.S. or Dry	Raw Leaf
Ref. Cash Rend. (Tierces) Loose		
Jan. 7.. 13.00n	11.75b	12.75n
Jan. 8.. 13.00n	11.75n	12.75n
Jan. 10.. 13.12½n	11.75n	12.75n
Jan. 11.. 12.87½n	10.50b	12.50n
Jan. 12.. 12.75n	11.50n	12.50n
Jan. 13.. 13.00n	11.50b	12.50n

N—nominal, A—Asked, B—bid.



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Technical Service Representatives in Principal Cities of U. S. & Canada



# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

### BLOOD

Wednesday, Jan. 12, 1955  
 Unground, per unit of ammonia Unit  
 (bulk) ..... \*7.00n

### DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose ..... \*7.00n  
 Low test ..... \*7.00n  
 High test ..... \*7.00n  
 Liquid stick tank cars ..... 2.50@2.75

### PACKINGHOUSE FEEDS

Carlots, per ton  
 50% meat, bone scraps, bagged... \$ 75.00@ 80.00  
 50% meat, bone scraps, bulk .... 72.50@ 77.50  
 55% meat scraps, bulk ..... 92.00  
 60% digester tankage, bagged .. 82.50@ 87.50  
 60% digester tankage, bulk .... 85.00@ 90.00  
 80% blood meal, bagged ..... 132.50@150.00  
 70% steamed bone meal bagged  
 (spec. prep.) ..... None quoted  
 60% steamed bone meal, bagged. 75.00@ 80.00

### FERTILIZER MATERIALS

High grade tankage, ground, ..... 6.00  
 per unit ammonia ..... 6.50  
 Hoof meal, per unit ammonia ..... 6.50

### DRY RENDERED TANKAGE

Low test, per unit prot. .... \*1.50n  
 High test, per unit prot. .... \*140. @1.42½n

### GELATINE AND GLUE STOCKS

Per cwt.  
 Calf trimmings (limed) ..... \*1.35@ 1.50  
 Hide trimmings (green salted) ... 6.00@ 7.00  
 Cattle jaws, scraps and knuckles,  
 per ton ..... 55.00@57.50  
 Pig skin scraps, trimmings, per lb. 6¢ @ 7

### ANIMAL HAIR

Winter coil dried, per ton ..... \*120.00@125.00  
 Summer coil dried, per ton ..... \*65.00@ 60.00n  
 Cattle switches, per piece ..... 3¼ @ 4½  
 Winter processed, gray, lb. .... 16@17  
 Summer processed, gray, lb. .... 10@12n

n—nominal. a—asked. \*Delivered.

## TALLOWs and GREASES

Wednesday, January 12, 1955

Buying interest continued aggressive late last week, but offerings were scarce. Yellow grease sold at 7c and B-white grease at 7½c, Chicago basis. There was inquiry for edible tallow at 9½c, Chicago basis. Bleachable fancy tallow traded at 8c, c.a.f. Chicago. Several tanks of special tallow and B-white grease moved at 7½@7¾c, delivered Chicago. A few tanks of not all hog choice white grease sold at 8¼c, Chicago.

The market showed no change at the start of the new week. A few tanks of all hog choice white grease sold at 9½c, c.a.f. New York. Bleachable fancy tallow was bid at 8½@8¾c, c.a.f. east. Additional tanks of special tallow and B-white grease traded at 7½@7¾c, c.a.f. Chicago. Yellow grease was bid at 7½c, delivered east. Bleachable fancy tallow was bid at 8c, Chicago.

Inquiry for edible tallow at a steady price of 9½c, Chicago basis, was reported. However, sellers asked 9¼c, f.o.b. river, equal to 9¾c, Chicago.

Regular production bleachable fancy tallow was bid at 8¾c and hard body material at 8¾c, c.a.f. east. Yellow grease was sought at 7½c, delivered New York. Some resale all hog choice white grease was available at 8¾c, c.a.f. east, and bid at 8¾c. Original all hog choice white grease was bid at 8¾c, same destination, but held at 9½@9¾c. There was interest locally on special tallow and B-white grease at 7½c, prime tallow at 7¾c and bleachable fancy tallow at 8c, all c.a.f. Chicago.

Reluctancy on the part of consumers at midweek resulted in some materials selling at steady to fractionally lower levels. Yellow grease sold at 7c, not all hog and all hog choice white grease at 7¼@8c, special tallow at 7½c, prime tallow at 7¾c and B-white grease at 7¾@7½c, all c.a.f. Chicago. Several tanks of all hog choice white grease sold at 8¾c, c.a.f. east. Sellers asked ¾c higher. Edible tallow moved at 9¼c, Chicago basis. No. 1 tallow sold at 7½c, c.a.f. Chicago, and yellow grease was reported available at 7c, Chicago.

**TALLOWs:** Wednesday's quotations, edible tallow, 9¾c; original

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fancy tallow, 8¼c; bleachable fancy tallow, 8c; prime tallow, 7¼c; special tallow, 7½c; No. 1 tallow, 7½c; and No. 2 tallow, 6¼@6½c.

**GREASES:** Wednesday's quotations choice white grease, not all hog, 7¼@8c; B-white grease, 7½@7¼c; yellow grease, 7c; house grease, 6½@6¾c; and brown grease, 5¼@6c. The all hog choice white grease quoted at 8½c, c.a.f. east.

## EASTERN BY-PRODUCTS

New York, Jan. 12, 1955

Dried blood was quoted Wednesday at \$6.75 per unit of ammonia. Low test wet rendered tankage was listed at \$5.75 per unit of ammonia and dry rendered tankage was priced at \$1.30 to \$1.35 per protein unit.

## VEGETABLE OILS

Wednesday, January 12, 1955

Only light trading materialized in the vegetable oil market Monday, with fractional price declines registered for some selections.

Soybean oil for shipment this week, next week and scattered January, sold at 12¼c. Refiners later bid 12½c for January shipment, but offerings were firmly held at 12¼c. February shipment was bid at 12c, but available offerings were tagged at 12½c, and no trading developed as a consequence. No movement of deferred positions was reported.

Sales of cottonseed oil could not be pinned down, with bids in the Valley at 12¼c and offerings priced at 12½c. The market in the Southeast was nominal at 13c. Offerings in Texas were priced at 12½c at common points, 12¼c Waco, and at 12½c Lubbock, all without action.

Corn oil was bid at 13¼c and offered at 13½c throughout the day, but no sales were uncovered. Peanut oil was offered at 19¼c, but went untraded at that level. The coconut oil market was nominal at 13c.

There was improvement in the soybean oil market Tuesday, in regard to trading, but prices were easier. There was light trading early of first-half January shipment at 12¼c, but later sales were made at 12½c. Last-week January shipment cashed at 12½c. First-half February shipment sold at 12c, first-half March shipment at 11½c and scattered March shipment at 11¼c. Refiners purchased the bulk of material that mills offered.

Trading of corn oil was accomplished at 13¼c, but some sources pegged the market lower later in the day at 13½c, on a nominal basis. Peanut oil was unchanged at 19¼c,

nominal. Coconut oil for prompt, nearby and immediate shipment cashed at 12¼c.

The soybean oil market was in an irregular state at midweek, with early trading at lower levels and price recoveries later. The overall volume of sales, however, was reportedly light. Immediate shipment sold early at 12½c. January shipment was traded at 12¼c and later at 12c, with additional offerings priced at 12¼c and as high as 12½c. First-half February shipment sold at 11½c, reportedly resale. As buyers advanced their ideas, sellers hiked asking prices and trading late in the day was at a standstill.

Offerings of cottonseed oil in the Valley were priced down at 12¼c, but no trading came out. At premium locations, 12¼c was bid, also without action. Offerings in the Southeast were priced at 13c, but were untraded. In Texas, 12½c was paid, Waco basis, and 12½c was paid at distant points.

Although 13½c was bid for corn oil in the Midwest, a few sales were made at 13¼c. Peanut oil continued slow and was unchanged, pricewise. Coconut oil sold at 12½c for prompt shipment, with additional inquiry at that level unfilled.

**CORN OIL:** Light trading at levels ½c under last week's prices.

**COTTONSEED OIL:** Sales light in Valley and Southeast. Midweek trading in Texas at 12½c and 12¼c.

Cottonseed oil futures in New York were quoted as follows:

### FRIDAY, JAN. 7, 1955

	Open	High	Low	Close	Prev. Close
Jan. ....	15.10n	....	....	15.00b	15.00b
Mar. ....	15.17b	....	....	15.21	15.10b
May ....	15.18b	....	....	15.20	15.21b
July ....	15.08b	....	....	15.17	15.06b
Sept. ....	14.75b	....	....	14.88b	14.80b
Oct. ....	14.65b	....	....	14.75n	14.70n
Dec. ....	14.70b	....	....	14.75b	14.75b

Sales: 48 lots.

### MONDAY, JAN. 10, 1955

	Open	High	Low	Close	Prev. Close
Jan. ....	15.10n	....	....	15.10b	15.00b
Mar. ....	15.10b	15.25	15.23	15.25b	15.21
May ....	15.17b	15.24	15.22	15.28b	15.26
July ....	15.10b	15.23	15.18	15.23	15.17
Sept. ....	14.80b	....	....	14.85b	14.88b
Oct. ....	14.75n	....	....	14.75b	14.75n
Dec. ....	14.70n	....	....	14.75b	14.75b

Sales: 64 lots.

### TUESDAY, JAN. 11, 1955

	Open	High	Low	Close	Prev. Close
Jan. ....	15.10n	....	....	15.10b	15.10b
Mar. ....	15.19b	15.25	15.19	15.14b	15.25b
May ....	15.23b	15.25	15.20	15.20	15.28b
July ....	15.17b	15.20	15.13	15.13	15.23
Sept. ....	14.85b	....	....	14.80b	14.85b
Oct. ....	14.75b	....	....	14.75b	14.75b
Dec. ....	14.75b	14.80	14.80	14.78b	14.75b

Sales: 84 lots.

### WEDNESDAY, JAN. 12, 1955

	Open	High	Low	Close	Prev. Close
Jan. ....	15.10n	....	....	15.10b	15.10b
Mar. ....	15.10b	15.15	15.10	15.13b	15.14b
May ....	15.12b	15.19	15.13	15.15b	15.20
July ....	15.10b	15.10	15.05	15.11b	15.13
Sept. ....	14.70b	14.90	14.85	14.90	14.80b
Oct. ....	14.70b	14.80	14.80	14.82b	14.75b
Dec. ....	14.75b	14.75	14.75	14.78b	14.78b

Sales: 36 lots.

**SOYBEAN OIL:** Worked progressively lower during week, but market stronger at midweek based on offering levels.

**PEANUT OIL:** Market slow and

nominal at 19¼c during week.

**COCONUT OIL:** Prompt shipment sold Wednesday at 12½c.

## VEGETABLE OILS

Wednesday, Jan. 12, 1955

Crude cottonseed oil, carlots, f.o.b.	12½n
Valley .....	13a
Southeast .....	12½@12½pd
Texas .....	13½pd
Corn oil in tanks, f.o.b. mills .....	19¼n
Peanut oil, f.o.b. mills .....	12½pd
Soybean oil, f.o.b. mills .....	12½pd
Coconut oil, f.o.b. Pacific Coast .....	12½pd
Cottonseed foots:	
Midwest and West Coast .....	2¼@ 2¼
East .....	2¼@ 2¼

## OLEOMARGARINE

Wednesday, Jan. 12, 1955

White domestic vegetable .....	26
Yellow quarters .....	28
Milk churned pastry .....	26
Water churned pastry .....	25

## OLEO OILS

(F.O.B. Chicago)

Prime oleo stearine (slack barrels) ...	9¼@10
Extra oleo oil (drums) .....	16 @16½

Pd—paid, n—nominal, b—bid, a—asked.

## SHORTENING SHIPMENTS UP

Standard shortening shipments, as reported to the Institute of Shortening and Edible oils for last year, reached 297,300,000 lbs., the largest volume in at least five years. Shipments in 1953 totaled 258,392,000 lbs., and the next largest in five years was 288,374,000 lbs. in 1950.



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# HIDES AND SKINS

Heavy native steers advance early in week—Light native cows sold steady early to ½c off at midweek—Small packer hides slow to move as were country hides—Calf and kipskins sold steady at midweek.

## CHICAGO

**PACKER HIDES:** Early Monday, all selections of hides were bid at steady levels, but big packers had not completely compiled offering lists and activity was slow to develop. Later in the day, heavy native steers of river point production sold at 10½c and river light native cows sold at 13c. The heavy native steer trading represented a ½c advance for this selection. Some lighter average branded cows reportedly sold at 9½c. Speculators were on the purchasing end.

Trading of hides expanded Tuesday, but again not all selections shared in the activity. Heavy native steers of river production sold at 10½c, and northern production brought 11c. Heavy native cows sold at 10c for rivers and 10½c for northern production. Light native cows were reportedly bid at 12c and 12½c early, but later trading was reported at 12½c and 13c. Other selections on the hide list were bid at steady levels, but no trading developed, due to packers holding out for higher prices. A small car of native bulls reportedly sold late Monday at 8½c.

In midweek activity, light native cows sold lower at 12½c for rivers and 12c for northern. Branded steers sold steady at 9c for butts and 8½c for Colorados. Branded cows were also traded steady at 9c and 9½c, depending on point. Light and ex-light native steers were untraded, reportedly due to lack of offerings.

### SMALL PACKER AND COUN-

**TRY HIDES:** Trading of small packer hides was difficult to confirm during the week, as offerings were again priced over tanners' ideas. The 50-lb. average were offered in the Midwest at 11c and 11½. The 62@64-lb. average hides were offered at 10c and 10½c. The 60-lb. average were nominally quoted at 9@9½c. Some extreme lighter average were offered out of the Southwest at 13c and 13½c, but encountered bids of 12c and 12½c. In the country hide market, 48@50-lb. average straight locker butchers were offered at 8c and 8½c, without sale.

**CALFSKINS AND KIPSKINS:** Calfskins were bid at steady prices Tuesday, and about 7,500 heavy and light Milwaukee calf sold at midweek at 32½c and 37½c. A car of river

## CHICAGO HIDE QUOTATIONS

PACKER HIDES				
	Week ended	Previous	Cor. Week	
	Jan. 12, 1955	Week	1954	
Hvy. Nat. steers	10½@11n	10 @10½	12 @15n	
Lt. Nat. steers	12½@13n	12½@13		
Hvy. Tex. steers	9	9	10½n	
Ex. lgt. Tex. steers	13n	13n	14½n	
Butt brnd. cows	9	9	10½n	
Col. steers	8½	8½	10n	
Brnd. cows	9 @ 9½	9 @ 9½	11 @ 11½	
Hvy. Nat. cows	10 @10½	10 @10½	12 @12½	
Lt. Nat. cows	12 @12½	12½@13	15 @10½n	
Nat. bulls	8½n	8½n	10 @10½n	
Brnd. bulls	7½n	7½n	9 @ 9½n	
Calfskins				
Nor., 10/15	32½	32½n	40n	
Kips, Nor., 10/down	37½	37½n	42½n	
Kips, Nor., 15/25	23½	23½	29 @29½n	
Kips, Nor., Brnd., 15/25	21n	21n	26½@27n	

### SMALL PACKER HIDES

STEERS AND COWS:				
60 lbs. and over	9 @ 9½n	9½n	9 @ 9½n	
50 lbs.	10½@11n	11n	12½@13n	

### SMALL PACKER SKINS

Calfskins, und., 15 lbs.	23@24n	23@24n	25n
Kips, 15/30	17@18n	17@18n	16@17n
Slunks, reg.	1.00n	1.00n	1.25n
Slunks, hairless	25n	25n	50n

### SHEEPSKINS

Packer shearlings, No. 1	2.00@2.25n	2.00@2.25	1.25n
Dry Pelts	24½n	24½n	24n

overweight kipskins sold at midweek at 22½c.

**SHEEPSKINS:** In additional activity last week, fall clips sold at 2.75, No. 1 shearlings at 1.25. No trading was reported this week. Dry pelts continued nominal at 24½c. Last reported sales of pickled skins were at 7.25 for lambs and 8.50 for sheep, per dozen.

## N. Y. HIDE FUTURES

FRIDAY, JAN. 7, 1955				
	Open	High	Low	Close
Jan.	11.42	11.42	11.42	11.75b- 80a
Apr.	12.10	12.35	12.10	12.35b- 40a
July	12.80	13.00	12.80	13.00b- 05a
Oct.	13.34	13.34	13.34	13.53b- 06a
Jan.	13.80b			14.05b- 15a
Apr.	14.30b			14.55b- 65a

Sales: 10 lots.

MONDAY, JAN. 10, 1955				
Jan.	11.65b	12.00	11.82	11.97
Apr.	12.25b	12.60	12.48	12.60
July	13.10	13.14	13.10	13.10b- 14n
Oct.	13.70b	13.80	13.70	13.68b- 73a
Jan.	14.10b			14.18b- 24a
Apr.	14.55b			14.68b- 75a

Sales: 64 lots.

TUESDAY, JAN. 11, 1955				
Jan.	11.92	11.95	11.92	11.87b- 90a
Apr.	12.51b	12.55	12.40	12.43
July	13.12b	13.20	13.00	13.08
Oct.	13.68b	13.65	13.65	13.33
Jan.	14.20b			14.13b- 15
Apr.	14.73b			14.64b- 67a

Sales: 58 lots.

WEDNESDAY, JAN. 12, 1955				
Jan.	11.75b			11.60b- 66a
Apr.	12.31b	12.35	12.15	12.16
July	12.91b	12.99	12.79	12.79
Oct.	13.50b	13.50	13.50	13.35b- 38a
Jan.	14.00b			13.87b- 92a
Apr.	14.51b			14.37b- 42a

Sales: 32 lots.

THURSDAY, JAN. 13, 1955				
Jan.	11.50b			11.85b- 90a
Apr.	12.10b	12.40	12.35	12.35
July	12.75b	13.00	12.95	12.90b- 97a
Oct.	13.30b	13.50	13.45	13.48b- 51a
Jan.	13.82b	13.97	13.96	13.97
Apr.	14.32b			14.40b- 52a

Sales: 17 lots.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Jan. 8, 1955, totaled 5,226,000 lbs.; previous week, 4,865,000 lbs.; same week, 1954, 5,290,000 lbs.; 1955 to date, 4,865,000 lbs.; same period, 1954, 5,290,000 lbs.

Shipments for week ended Jan. 8, 1955 totaled 2,602,000 lbs.; previous week, 2,907,000 lbs.; corresponding week, 1954, 4,040,000 lbs.; 1955 to date, 2,602,000 lbs.; same period, 1954, 4,040,000 lbs.

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# Week's Closing Markets

## PHILADELPHIA FRESH MEATS

Tuesday, Jan. 11, 1955  
WESTERN DRESSED

BEEF (STEER):		Cwt.
Choice, 500/700	.....	\$45.50@47.50
Choice, 700/800	.....	44.00@46.50
Good, 500/700	.....	39.00@43.00
Commercial, 350/700	.....	None quoted

COW:		
Commercial, all wts.	.....	27.00@29.00
Utility, all wts.	.....	24.00@26.75

VEAL (SKIN OFF):		
Choice, 80/110	.....	42.00@45.00
Choice, 110/150	.....	42.00@45.00
Good, 50/80	.....	30.00@31.00
Good, 80/110	.....	34.00@37.00
Good, 110/150	.....	31.00@38.00
Commercial, all wts.	.....	25.00@30.00
Utility, all wts.	.....	22.00@25.00

LAMB:		
Prime, 30/50	.....	44.00@48.00
Prime, 50/80	.....	41.00@44.00
Choice, 30/50	.....	44.00@48.00
Choice, 50/80	.....	41.00@44.00
Good, all wts.	.....	40.00@44.00
Utility, all wts.	.....	38.00@39.00

MUTTON (EWE):		
Choice, 70/down	.....	16.00@18.00
Good, 70/down	.....	15.00@17.00

PORK CUTS—CHOICE LOINS:		
(Bladeless included) 8/12	.....	41.00@43.00
(Bladeless included) 12/16	.....	39.00@41.00
Butts, Boston style, 4/8	.....	36.00@38.00
SPARERIBS, 3 lbs. down	.....	30.00@38.00

### LOCALLY DRESSED

STEER BEEF (lb.):		Prime	Choice	Good
Hindqtrs., 600/800	.....	56@60	53@56	45@49
Hindqtrs., 800/900	.....	55@56	52@53	None
Round, no flank	.....	50@54	48@54	44@46
Hip rd., with flank	.....	48@52	46@52	42@45
Full loin, untrim.	.....	62@66	50@62	48@52
Ribs (7 bone)	.....	72@78	62@65	52@58
Arm chucks	.....	30@42	38@41	32@35
Briskets	.....	34@37	34@37	34@37
Short plates	.....	10@18	16@18	16@18
Pork loins 8/12.45@50	.....	Sk. hams 10/12..52@54		
Pork loins 12/16.44@48	.....	Sk. hams 12/14..40@53		
Spareribs, 3/dn.42@46	.....	Bos. butts, 4/8..39@43		

## Cattle Prices Reflect Good Business Health—U. Of Ill.

Consumer demand for good meat is keeping up beef cattle prices, according to a recent University of Illinois report. The school's Illinois Farmers' Outlook Letter stated, "Consumer demand promises to hold up better this winter than it did last year."

The report expected some increase in cattle markets, "but total number of steers have been reduced considerably in the past two years, so market supplies should not be excessive unless temporarily bunched."

Prices for prime and choice steers reflect good business conditions, the report indicated.

"Brisk business activity is sending the 'good spenders' to the more expensive dining places that buy and serve prime steaks and roasts."

And the demand for choice steers stems from a "high-level employment."

A good demand for prime cattle was predicted, but supplies of well-finished cattle may increase enough to take the peak off the market.

## THURSDAY'S CLOSINGS Provisions

The live hog top at Chicago was \$18.50; average \$16.65. Provision prices were quoted as follows: Under 12 pork loins, 41½; 10/14 green skinned hams, 41½@44; Boston butts, 31½; 16/down pork shoulders, 27½ nom.; 3/down spareribs, 32½@33; 8/12 fat backs, 9½; regular pork trimmings, 14 nom.; 18/20 DS bellies, 21 nom.; 4/6 green picnics, 25½; 8/up green picnics, 22.

P.S. loose lard was quoted at 11.50 bid and P.S. cash lard in tierces or drums at 13.00 nominal.

### Cottonseed Oil

Closing cottonseed oil futures in New York were quoted as follows: Jan. 15.00b-15a; Mar. 15.11b-12a; May 15.16; July 15.11; Sept. 14.86b-90a; Oct. 14.77b-81a; and Dec. 14.72b-77a.

Sales: 76 lots.

## Meat Index Shade Higher

The Bureau of Labor Statistics wholesale price index on meat edged upward to 84.7 per cent for the week ended January 4 from 84.3 the previous week. The Bureau reported average primary market prices steady at 109.6 on the 1947-49 basis of 100 per cent. Lard rose 5.5 per cent; tallow, 4.2; and hides, 2.5 per cent, while live hogs dipped 3.4 per cent.

## October Kill by Regions

United States federally inspected slaughter by regions in November, 1954 with comparisons:

	(Thousand head)			
	Cattle	Calves	Hogs	Sheep
N. Atl. States.....	138	112	493	218
S. Atl. States.....	52	35	207	...
N. C. States—East.....	329	230	1,406	133
N. C. States—N. W.....	410	116	2,457	378
N. C. States—S. W.....	165	41	607	94
S. Cent. States.....	220	114	344	73
Mountain States.....	98	8	96	101
Pacific States.....	191	38	229	164
Totals.....	1,602	694	5,841	1,160
Oct., 1954.....	1,616	738	5,178	1,291
Nov., 1953.....	1,609	658	5,540	1,159

Other animals slaughtered under Federal inspection, (number of head): Nov. 1954; horses, 25,585; goats, 5,106; Nov. 1953; horses, 23,686; goats, 3,956.

## OCTOBER MEAT GRADING

Meats and meat products graded and certified by the U.S. Department of Agriculture in November with comparisons ("000" omitted):

	Nov. 1954	Oct. 1954	Nov. 1953
Beef.....	443,438	475,490	535,594
Veal and calf.....	30,127	37,880	30,220
Lamb, yearling and mutton.....	21,314	21,732	17,930
Totals.....	494,879	535,102	583,754
All other meats and lard.....	13,641	15,743	110,173
Grand totals.....	508,520	550,845	693,927



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# LIVESTOCK MARKETS...Weekly Review

## Mexico Sets Export Quotas On Livestock for This Year

The Mexican Ministry of Agriculture has announced that it will permit live cattle and beef exports, equivalent to 346,000 head, in the calendar year, 1955, according to the Foreign Agricultural Service. This quota was set to assure adequate supplies of beef for local consumption. The annual quota will be divided into two half-year quotas of equal size. Exports of females are prohibited.

Detailed quotas for the year by states are as follows: Chihuahua, 100,000; Sonora, 132,000; Coahuila, 40,000; Durango, 29,000; Tamaulipas, 10,000; Zacatecas, 10,000; Nueve Leon, 10,000; and Northern Veracruz, 14,000.

Announcement of the quota was delayed while the Ministry of Agriculture sought permission from the livestock associations to collect a fee of 10 pesos per head on exports to be used as fund for livestock development. The U.S. reopened the border to Mexican cattle imports on January 1, 1955.

## S. St. Paul Top Hog Mart In 1954; Third In Total Livestock Sales

South St. Paul held its position as No. 1 hog market for the nation in 1954, A. L. Olson, president of the St. Paul Union Stocks Yards, pointed out at the close of the past year. The 4,667,000 head of livestock which moved through the market placed it third in total livestock sales, he added. Preliminary figures on hog sales for the year were 2,401,000; cattle, 1,171,000; calves, 503,200; and sheep and lambs, 591,800. Total value of the livestock sales was placed at \$326,194,000.

## KINDS OF LIVESTOCK KILLED

†The classification of livestock slaughtered under federal inspection during Nov. 1954, compared with Oct. 1954, and Nov. 1953 is shown below:

	Nov. 1954 Per Cent	Oct. 1954 Per Cent	Nov. 1953 Per Cent
Cattle:			
Steers .....	42.7	45.3	43.1
Heifers .....	12.6	13.8	11.4
Cows .....	42.5	38.4	42.9
Bulls & stags .....	2.2	2.5	2.6
Total <sup>1</sup> .....	100.0	100.0	100.0
Hogs:			
Sows .....	5.8	5.9	5.1
Barrows & gilts .....	94.0	93.8	94.7
Stags & bours .....	.2	.3	.2
Total <sup>1</sup> .....	100.0	100.0	100.0
Sheep and lambs:			
Lambs & yearlings .....	93.3	92.1	91.8
Sheep .....	66.7	7.9	8.2
Total <sup>1</sup> .....	100.0	100.0	100.0

†Based on reports from packers. †Totals based on rounded numbers. †Included in cattle classification.

## France Allocates Dollars To Import U.S. Cattle Hides

The French government will approve import licenses up to a ceiling of 150,000,000 francs for the period ending June 30, 1955 for imports of raw cattle hides from the United States, the Foreign Agricultural Service has revealed.

The consuming industry has requested the allocation, so as to cut costs by buying directly from the U.S. instead of through OEEC countries. If the hide industry demands are within the allocation, the import trade is expected to become free of controls.

## LIVESTOCK CAR LOADINGS

A total of 5,688 cars was loaded with livestock during the week ended January 1, 1955, according to the American Association of Railroads. This was an increase of 158 over the same week of 1954 but 879 less than in the like period of 1953.

## November Corn Belt Feeder Cattle, Sheep Receipts Up

The previously reported leveling off in the cattle population growth and numbers of beef cattle was not yet in evidence in November, on the basis of stocker and feeder cattle received in nine Corn Belt states. Total receipts of feeder cattle into the area in November numbered 815,340 head for a 27 per cent increase over the 643,389 received in the same period last year. This heavy November movement helped pull the July-November total to 2,782,276 for a 19 per cent gain over the 2,339,076 received in the same period last year.

The movement of feeder sheep and lambs into the Corn Belt in November indicated a relatively high slaughter level of the animals for the next several months as receipts for the month rose 18 per cent to 344,455 from 291,886 last year. The retarded movement earlier in the year held the five-month run to 1,863,020 for an 8 per cent deficit compared with 2,019,864 in 1953. Iowa led in November cattle receipts with 336,093 compared with 221,334 last year, while Nebraska led in sheep with 187,054 as against 143,968 last year.

## SOUTHEASTERN KILL

Animals slaughtered in Alabama, Florida and Georgia during Nov., 11 months, 1954 with comparison as reported by USDA, (00's omitted):

State	Cattle	Calves	Hogs	Sheep
	'54	'54	'54	'54
Ga. ..	53.0	45.0	21.0	146.0
Fla. ..	32.0	35.0	11.5	10.8
Ala. ..	22.0	20.0	9.7	10.8
Totals	107.0	100.0	42.2	248.0
Jan.-Nov.				
1954 ..	1,054,000	410,600	2,254,000	1,500
1953 ..	870,400	330,300	2,479,000	2,300

NOTE: The above table includes slaughter in federally inspected plants and in other wholesale and retail plants, but excludes farm slaughter.

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CHICAGO ST. PAUL



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FULTON, KY.  
INDIANAPOLIS, IND.  
JACKSON, MISS.  
JONESBORO, ARK.

LAFAYETTE, IND.  
LOUISVILLE, KY.  
MEMPHIS, TENN.  
MONTGOMERY, ALA.  
NASHVILLE, TENN.  
OMAHA, NEBR.  
PAYNE, OHIO  
SIOUX CITY, IOWA  
SIOUX FALLS, S.D.  
VALPARAISO, IND.

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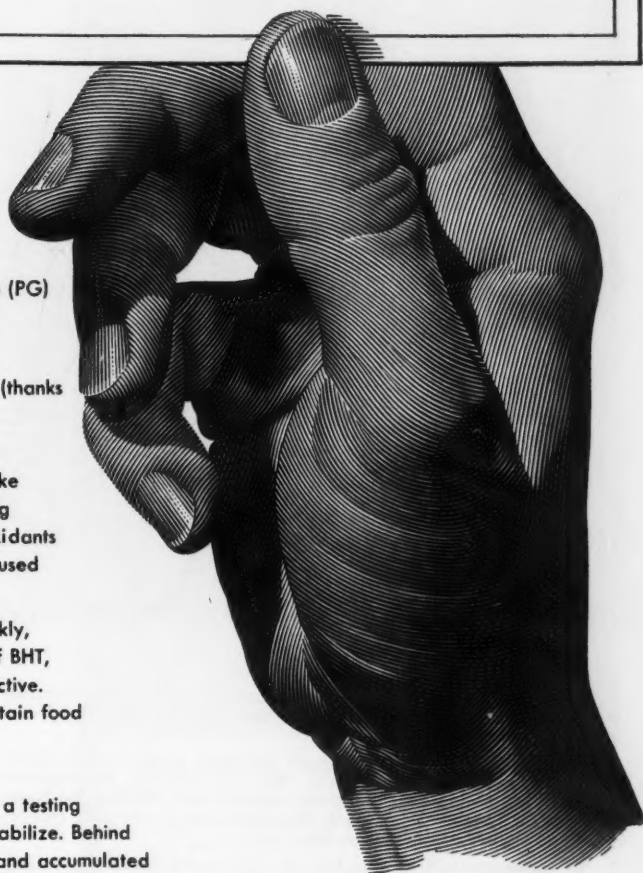
By offering BHT, BHA and PG in a single solution, Tenox VI brings to the user both high AOM values (thanks to PG) and high carrythrough stability (due to the synergistic behavior of the BHT-BHA combination).

In addition, this combination enables the user to take full advantage of the USDA's regulations permitting up to 0.02% antioxidant when two or more antioxidants are used, whereas any single antioxidant may be used only up to a maximum of 0.01%.

Is Tenox VI the right antioxidant for you? Frankly, we cannot give a blanket answer. The efficiency of BHT, BHA and PG (used alone or in combination) is selective. The decision to use a specific antioxidant for a certain food always must be based on careful testing of the individual food product involved.

Eastman will be glad to advise or even undertake a testing program for whatever food product you wish to stabilize. Behind our recommendations will be years of experience and accumulated data unmatched by any other manufacturer of food-grade antioxidants.

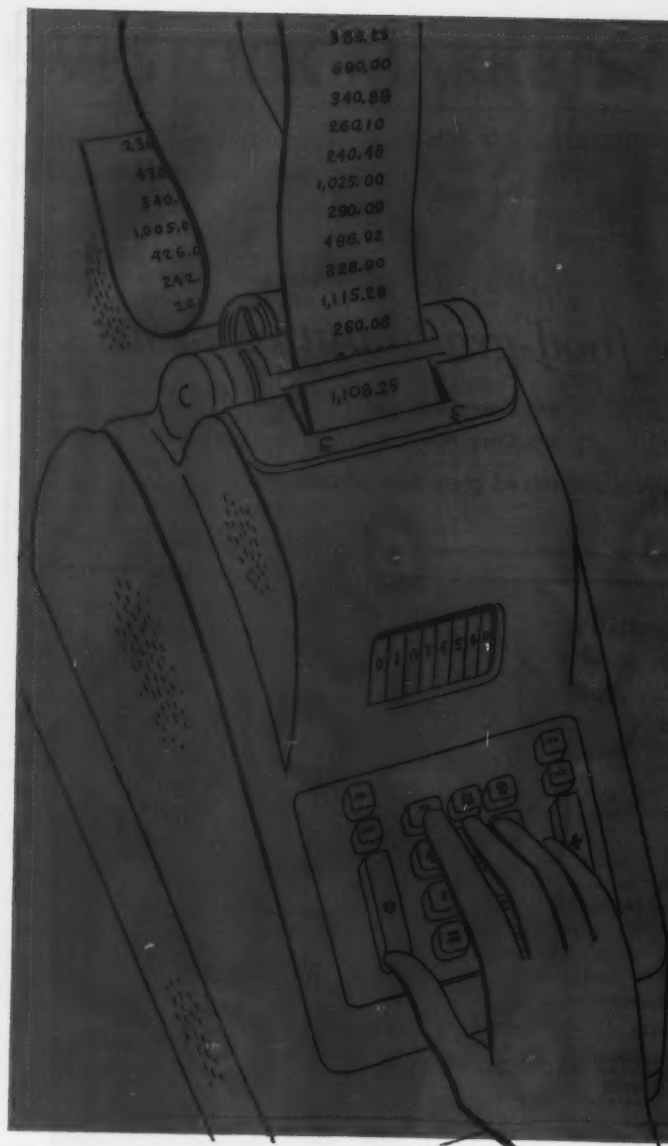
If you would like to explore the suitability of Tenox VI— or any other Eastman antioxidant—for stabilizing your product, write to Eastman Chemical Products, Inc., a subsidiary of Eastman Kodak Company, Kingsport, Tennessee.



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Food-grade  
Antioxidants**

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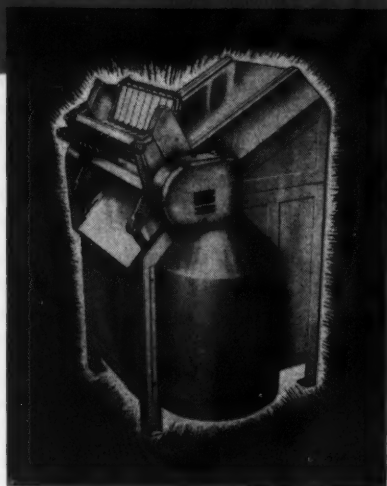
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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, January 8, 1955, as reported to The National Provisioner:

### CHICAGO

Armour, 9,065 hogs; Wilson, 4,101 hogs; Agar, 14,384 hogs; Shippers, 23,140 hogs; and Others, 16,115 hogs.  
Totals, 23,189 cattle; 1,279 calves; 66,806 hogs; and 7,241 sheep.

### KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	3,449	725	2,075	1,737
Swift	864	666	4,341	1,223
Wilson	1,214	1	1,081	826
Butchers	4,850	1	826	2,123
Others	894	1,392	1,392	2,123

Totals 11,271 1,392 10,615 5,183

### OMAHA

	Cattle	Calves	Hogs	Sheep
Armour	6,862	13,703	4,254	2,944
Cudahy	3,857	12,306	2,944	2,944
Swift	4,158	10,953	2,207	2,207
Wilson	2,771	8,491	2,093	2,093
Am. Stores	359	.....	.....	.....
Corbushner	860	.....	.....	.....
O'Neill	408	.....	.....	.....
Neb. Beef	626	.....	.....	.....
Eagle	63	.....	.....	.....
Gr. Omaha	533	.....	.....	.....
Hoffman	102	.....	.....	.....
Rothschild	1,249	.....	.....	.....
Both	1,149	.....	.....	.....
Kingan	1,149	.....	.....	.....
Merchants	70	.....	.....	.....
Midwest	127	.....	.....	.....
Omaha	524	.....	.....	.....
Union	666	.....	.....	.....
Others	16,712	.....	.....	.....

Totals 25,533 62,165 11,438

### E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour	2,394	834	9,970	3,428
Swift	2,681	2,126	17,883	2,759
Hunter	961	.....	3,879	.....
Hell	.....	2,342	.....	.....
Krey	.....	575	.....	.....
Laclede	.....	.....	.....	.....
Luer	.....	.....	.....	.....

Totals 6,046 2,960 34,649 6,187

### ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	2,064	339	11,077	4,280
Armour	3,034	204	11,599	2,976
Others	4,624	163	4,052	374

Totals\* 9,722 706 26,728 6,730

\*Do not include 31 cattle, 140 calves, 13,331 hogs and 5,173 sheep direct to packers.

### SIoux CITY

	Cattle	Calves	Hogs	Sheep
Armour	3,538	2	18,176	3,425
Sioux City	.....	.....	.....	.....
Dr. Beef	727	.....	.....	.....
Swift	2,535	.....	10,204	4,424
Butchers	451	18	.....	.....
Others	9,747	.....	28,636	2,337

Totals 16,908 20 57,106 10,189

### WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy	1,644	458	1,492	.....
Kansas	645	.....	.....	.....
Dunn	118	.....	.....	.....
Dold	45	.....	661	.....
Sunflower	43	.....	.....	.....
Pioneer	69	.....	.....	.....
Excel	421	.....	.....	.....
Swift	.....	.....	.....	1,021
Armour	.....	.....	.....	833
Others	1,557	.....	400	86

Totals 4,639 458 2,562 1,940

### OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	2,552	375	1,206	820
Wilson	2,940	306	655	1,544
Others	3,068	1,118	1,434	22

Totals\* 8,550 1,859 3,295 2,386

\*Do not include 1,256 cattle, 606 calves, 8,688 hogs and 427 sheep direct to packers.

### LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour	354	.....	80	.....
Cudahy	.....	.....	.....	.....
Swift	306	.....	.....	.....
Wilson	148	.....	.....	.....
Commer'l	885	.....	.....	.....
Ideal	839	.....	.....	.....
United	789	2	419	.....
Atlas	709	.....	.....	.....
Gr. West	685	.....	.....	.....
Acme	53	.....	.....	.....
Others	3,590	560	1,966	.....

Totals 8,835 562 2,095

### DENVER

	Cattle	Calves	Hogs	Sheep
Armour	1,843	12	3,776	3,615
Swift	1,691	83	3,599	4,407
Cudahy	857	83	4,513	359
Wilson	353	.....	.....	.....
Others	6,567	3,770	2,974	534

Totals 11,411 3,958 14,862 8,915

### CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall	.....	.....	.....	300
Kahn's	.....	.....	.....	.....
Meyer	.....	.....	700	.....
Schlachter	15	62	.....	.....
Northside	.....	.....	.....	.....
Others	4,604	1,151	13,919	666

Totals 4,619 1,213 13,919 666

### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	5,624	4,237	19,378	5,174
Bartusch	1,165	.....	.....	.....
Rifkin	922	35	.....	.....
Superior	1,553	.....	.....	.....
Swift	5,117	3,974	26,893	2,954
Others	2,960	4,995	8,620	1,793

Totals 17,341 13,241 54,891 9,921

### FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	1,636	1,776	850	3,063
Swift	620	1,956	950	6,064
Bl. Bon.	404	28	108	.....
City	432	4	47	.....
Rosenthal	106	24	.....	.....

Totals 3,198 3,788 1,955 9,147

### TOTAL PACKER PURCHASES

	Week end.	Prev. Same wk.	Jan. 8	Week	1954
Cattle	151,347	137,824	182,123	.....	.....
Hogs	353,647	327,785	303,809	.....	.....
Sheep	79,940	70,631	88,201	.....	.....

## CORN BELT DIRECT TRADING

Des Moines, Jan. 12—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were reported by the USDA as follows:

Hogs, good to choice:

160-180 lbs.	\$14.50@16.60
180-240 lbs.	16.50@17.25
240-300 lbs.	15.00@17.00
300-400 lbs.	14.50@15.85

Sows:

270-360 lbs.	14.75@15.40
400-500 lbs.	12.50@14.15

Corn Belt hog receipts were reported as follows by the U.S. Department of Agriculture:

	This week estimated	Last week actual
Jan. 6	87,000	48,500
Jan. 7	47,000	38,000
Jan. 8	38,000	12,000
Jan. 10	85,000	87,000
Jan. 11	58,000	80,000
Jan. 12	80,000	80,000

## BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Jan. 12, were as follows:

CATTLE:

Steers, choice	\$26.00@28.00
Steers, gd. & ch.	21.50@25.50
Steers, com'l & gd.	15.00@22.00
Heifers, com'l & gd.	15.00@24.00
Heifers, utility	12.00@14.00
Cows, util. & com'l	10.00@15.50
Cows, can. & cut	7.00@11.00
Cows, cull & util.	None rec.
Bulls, util. & com'l	14.00@16.25

VEALERS:

Choice & prime	30.00@34.00
Good & choice	22.00@28.00
Util. & com'l	12.00@17.00
Culls	6.00@8.00

HOGS:

Choice, 160/240	\$18.25@19.25
Sows, 400/down	16.00 only

LAMBS:

Good & choice	None rec.
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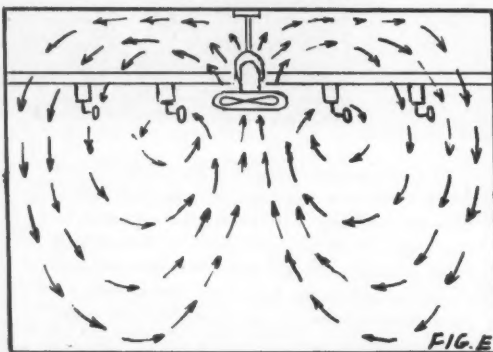
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BLOWS UPWARDS  
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SAVES ITS COST CONTINUOUSLY  
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## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, January 11, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

St. L. W.S. Yds. Chicago Kansas City Omaha St. Paul  
**HOGS (Includes Bulk of Sales):**

### BARROWS & GILTS:

Choice:					
120-140 lbs.	None rec.	None rec.	None rec.	None rec.	None rec.
140-160 lbs.	\$17.00-17.50	None rec.	None rec.	None rec.	None rec.
160-180 lbs.	17.50-17.75	\$16.50-18.00	None rec.	None rec.	\$16.50-17.25
180-200 lbs.	17.50-17.85	17.25-18.00	\$16.75-17.25	\$17.00-17.75	17.00-17.50
200-220 lbs.	17.25-17.85	17.00-18.00	16.75-17.25	17.00-17.75	17.00-17.50
220-240 lbs.	16.75-17.50	16.50-18.00	16.50-17.25	16.50-17.50	16.00-17.00
240-270 lbs.	15.75-17.00	16.00-16.75	15.50-16.50	15.50-16.75	15.25-16.50
270-300 lbs.	15.50-16.00	15.50-16.25	None rec.	14.75-16.00	15.00-15.50
300-330 lbs.	15.25-15.75	15.50-15.75	None rec.	14.25-15.25	14.50-15.00
330-360 lbs.	15.00-15.50	15.50 only	None rec.	14.25-15.25	14.00-14.50
Medium:					
160-220 lbs.	None rec.	None rec.	None rec.	14.00-16.50	None rec.

### ROWS:

Choice:					
270-300 lbs.	15.25 only	15.00-15.25	15.00 only	14.25-15.50	14.50-15.50
300-330 lbs.	15.25 only	15.00-15.25	15.00 only	14.25-15.50	14.50-15.50
330-360 lbs.	15.00-15.25	14.75-15.00	15.00 only	14.25-15.50	14.50-15.50
360-400 lbs.	14.75-15.00	14.50-15.00	14.75-15.00	14.25-15.50	14.00-15.00
400-450 lbs.	14.50-14.75	14.00-14.75	14.50-14.75	13.00-14.50	13.50-14.50
450-550 lbs.	13.50-14.50	13.25-14.25	14.00-14.50	13.00-14.50	13.00-14.50
Medium:					
250-500 lbs.	None rec.	None rec.	None rec.	12.00-15.00	None rec.

### SLAUGHTER CATTLE & CALVES:

#### STEERS:

Prime:					
700-900 lbs.	27.75-30.00	29.00-32.50	27.00-31.50	28.50-32.00	27.50-30.00
900-1100 lbs.	28.50-30.50	29.50-33.00	27.50-32.00	29.00-32.75	28.00-31.50
1100-1300 lbs.	28.50-30.50	30.50-33.75	28.00-32.00	30.25-33.00	28.00-31.50
1300-1500 lbs.	28.00-30.00	30.50-33.75	27.50-32.00	29.50-33.00	28.00-31.00
Choice:					
700-900 lbs.	24.00-28.50	25.00-29.50	23.50-27.50	24.00-29.00	23.50-28.00
900-1100 lbs.	24.50-28.50	25.50-30.50	23.75-28.00	24.25-30.25	24.00-28.00
1100-1300 lbs.	24.50-28.50	25.00-30.50	23.75-28.00	24.00-30.25	24.00-28.00
1300-1500 lbs.	24.50-28.00	25.00-30.50	23.50-28.00	23.00-30.25	24.00-28.00
Good:					
700-900 lbs.	19.50-24.00	19.75-25.50	18.50-23.75	18.50-24.00	18.00-24.00
900-1100 lbs.	20.00-24.00	20.25-25.50	18.75-23.75	18.50-24.25	18.00-24.00
1100-1300 lbs.	20.00-24.00	20.25-25.50	19.00-23.75	18.50-24.25	18.00-24.00
Commercial, all wts.	16.50-20.00	16.50-20.25	16.50-19.00	16.00-18.50	14.50-18.00
Utility, all wts.	14.00-16.50	13.00-16.50	12.00-16.50	12.00-16.00	12.00-14.50

#### HEIFERS:

Prime:					
600-800 lbs.	27.00-27.75	27.00-29.00	25.50-27.50	None rec.	25.50-26.50
800-1000 lbs.	27.25-28.00	27.75-29.50	26.00-28.00	26.50-28.00	26.00-27.00
Choice:					
600-800 lbs.	23.50-27.25	23.50-27.75	21.00-26.00	22.25-26.50	23.00-25.50
800-1000 lbs.	24.00-27.25	24.00-28.00	21.50-26.00	22.75-26.50	23.00-26.00
Good:					
500-700 lbs.	10.00-24.00	18.50-24.00	17.00-21.50	17.50-22.25	17.00-23.00
700-900 lbs.	18.50-24.00	19.00-24.00	17.50-21.50	17.50-22.75	17.00-23.00
Commercial, all wts.	15.50-19.50	14.75-19.00	13.00-17.50	13.50-17.50	13.00-17.00
Utility, all wts.	12.00-15.50	10.75-14.75	10.50-13.00	10.00-13.50	11.00-13.00

#### COWS:

Commercial, all wts.	12.00-13.50	11.50-13.00	11.50-13.00	10.50-12.75	12.00-13.00
Utility, all wts.	10.50-12.00	10.25-11.50	10.00-11.50	9.50-11.00	10.00-12.00
Can. & cut., all wts.	7.50-10.50	8.50-10.75	8.00-10.00	7.75-9.50	8.00-10.00
BULLS (Yrsl. Excl.) All Weights:					
Good	None rec.	12.00-14.50	None rec.	11.00-12.75	13.00-14.50
Commercial	13.00-14.50	15.50-16.25	13.50-14.00	13.50-15.00	13.00-14.50
Utility	12.00-13.00	14.00-15.50	11.50-13.50	11.50-13.50	13.00-15.50
Cutter	9.50-12.00	12.00-14.00	9.50-11.50	10.00-11.50	13.00-15.50

#### VEALERS, All Weights:

Ch. & pr.	26.00-32.00	26.00-28.00	21.00-25.00	17.00-20.00	21.00-28.00
Com'l & good	16.00-16.00	16.00-28.00	14.00-21.00	12.00-17.00	14.00-21.00
CALVES (500 Lbs. Down):					
Ch. & pr.	19.00-25.00	19.00-24.00	18.00-20.00	18.00-19.00	18.00-21.00
Com'l & gd.	14.00-19.00	13.00-19.00	13.00-18.00	11.50-16.00	13.00-18.00

#### SHEEP & LAMBS:

LAMBS (110 Lbs. Down):					
Ch. & pr.	20.00-21.00	20.50-21.50	19.00-20.50	20.50-20.75	20.50-21.50
Gd. & ch.	19.00-20.00	19.00-20.50	18.50-19.00	19.00-20.50	17.50-20.50
LAMBS (Shorn 105 Lbs. Down):					
Ch. & pr.	19.75-20.25	18.25-19.50	19.50-19.75	19.75-20.25	None rec.
EWES:					
Gd. & ch.	4.00-5.00	6.00-7.50	5.50-7.25	6.00-7.00	6.00-7.00
Cull & util.	3.00-4.00	5.00-6.00	4.75-5.50	4.00-6.00	3.50-6.00



## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 15 centers.

### CATTLE

	Week Ended	Prev. Week	Cor.
Chicago	23,189	21,631	27,244
Kan. City	12,963	13,470	17,723
Omaha	24,192	24,379	32,297
E. St. Louis	9,006	8,857	15,292
St. Joseph	8,569	10,353	13,293
St. Paul	8,076	6,071	11,234
Wichita	4,602	3,423	6,615
New York & Jer. City	11,772	10,286	13,223
Okl. City	12,271	5,273	9,184
Cincinnati	5,211	3,776	5,795
Denver	15,905	6,572	10,982
St. Paul	14,381	12,386	27,137
Milwaukee	4,662	3,932	5,017
Totals	154,589	128,409	196,036

### HOGS

Chicago	43,665	39,359	35,046
Kan. City	10,615	8,270	12,378
Omaha	65,078	52,193	49,038
E. St. Louis	34,649	24,475	23,064
St. Joseph	36,107	29,622	28,921
St. Paul	28,953	23,473	42,162
Wichita	14,475	9,931	8,959
New York & Jer. City	48,015	46,166	47,412
Okl. City	11,983	11,520	14,070
Cincinnati	13,420	12,279	12,501
Denver	12,525	6,265	2,157
St. Paul	46,271	56,531	50,467
Milwaukee	4,440	10,349	4,977
Totals	370,205	330,413	331,182

### SHEEP

Chicago	7,241	6,038	9,330
Kan. City	5,183	2,940	3,964
Omaha	12,044	13,112	14,411
E. St. Louis	6,187	5,617	7,103
St. Joseph	11,519	8,707	13,114
St. Paul	5,463	3,657	10,723
Wichita	1,834	2,844	1,419
New York & Jer. City	50,610	46,430	57,380
Okl. City	2,813	1,341	3,723
Cincinnati	7,848	5,389	816
Denver	8,128	8,434	6,350
Milwaukee	1,350	1,352	1,756
Totals	120,772	105,245	130,646

\*Cattle and calves.

†Federally inspected slaughter, including directs.

‡Stockyards sales for local slaughter, including directs.

§Stockyards receipts for local slaughter, including directs.

## CANADIAN KILL

Inspected slaughter in Canada for week ended December 31:

	Week Ended	Same week
	Dec. 31	1953

### CATTLE

Western Canada	11,883	11,170
Eastern Canada	13,176	12,533
Totals	25,059	23,703

### HOGS

Western Canada	35,463	29,676
Eastern Canada	36,276	33,092
Totals	71,739	62,768

### SHEEP

Western Canada	1,757	2,103
Eastern Canada	2,999	2,778
Totals	4,756	4,881

## NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Jan. 8:

	Cattle	Calves	Hogs	Sheep
Salable	199	22	...	...
Total (inc. directs)	4,502	2,701	23,049	21,516
Prev. week:	332	37	...	...
Total (inc. directs)	5,695	2,245	21,491	22,764

\*Including hogs at 31st St.

## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

### RECEIPTS

	Cattle	Calves	Hogs	Sheep
Jan. 6	3,141	291	11,800	2,637
Jan. 7	1,936	318	13,276	1,046
Jan. 8	193	100	1,835	236
Jan. 10	21,085	583	15,073	5,518
Jan. 11	7,500	400	19,500	3,500
Jan. 12	15,000	500	19,000	5,000

\*Week so far... 43,585 1,483 54,173 14,018  
Wk. ago. 38,430 1,223 39,651 11,452  
Yr. ago. 46,509 1,587 48,405 16,061  
2 years ago... 42,030 1,171 54,234 21,546  
\*Including 208 cattle, 159 calves and 4,524 hogs direct to packers.

### SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Jan. 6	3,014	13	4,830	1,078
Jan. 7	972	61	4,283	303
Jan. 8	196	...	1,175	...
Jan. 10	5,681	...	3,637	1,022
Jan. 11	4,000	...	5,700	1,000
Jan. 12	6,000	...	4,000	2,000

Week so far... 15,681 12,637 4,022  
Wk. ago. 12,408 120 12,872 5,784  
Yr. ago. 15,554 267 8,088 6,204  
2 years ago... 15,200 106 11,516 5,507

### JANUARY RECEIPTS

	1955	1954
Cattle	82,285	79,432
Calves	3,415	3,469
Hogs	130,744	108,483
Sheep	29,400	27,568

### JANUARY SHIPMENTS

	1955	1954
Cattle	32,271	32,823
Hogs	35,777	22,947
Sheep	11,387	13,177

## CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Jan. 12:

	Week ended	Week ended
	Jan. 12	Jan. 5
Packers' purch.	50,847	40,773
Shippers' purch.	23,308	26,716
Totals	74,155	67,489

## LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Wednesday, Jan. 12, were reported as shown in the table below:

CATTLE:	
Steers, choice	\$24.00 only
Steers, gd. & ch.	21.50@23.50
Steers, com'l & gd.	18.00@23.00
Hefers, com'l & gd.	18.00@22.00
Hefers, util. & com'l	13.00@16.00
Cows, util. & com'l	10.00@14.00
Cows, can. & cut.	7.00@9.75
Bulls, util. & com'l	15.00@17.50

CALVES:	
Good & choice	\$18.00@21.50
Com'l & good	16.00@18.00
Cull & utility	10.00@14.00

HOGS:	
Choice, 200/215	18.75@19.00
Sows, choice	None rec.

LAMBS:	
Choice	None rec.

## LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Jan. 7, with comparisons:

	Cattle	Hogs	Sheep
Week to date	266,000	539,000	154,000
Previous week	219,000	494,000	121,000
Same wk. 1954	326,000	497,000	176,000
1955 to date	266,000	539,000	154,000
1954 to date	326,000	497,000	176,000

## PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Jan. 6:

	Cattle	Calves	Hogs	Sheep
Los Ang.	9,600	1,200	2,550	50
N. Portl.	3,425	250	2,315	1,975
San Fran.	600	25	600	375



For a

# Time-Tested Product

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Sausages and spices have marched down through history hand in hand. Sausages date back to the Crusades, when Christian forces mixed chopped meat and spices and stuffed them in skin casings to preserve the meat on long marches. For the past 800 years Natural Spices have been as much a part of the sausage industry as meat itself.

And even today — when new things are revered just because they are new — it is comforting to know that billions of people before us — forming the greatest taste panel of all time — give mute testimony to the value of spice-flavored sausages. Spice grinders are proud of the part their industry has played in helping eight centuries of consumers enjoy the flavor and nutritional value of this great meat product.



..... You Can't Improve on Nature

## American Spice Trade Association

82 WALL STREET, NEW YORK 5, N. Y.

## MEAT SUPPLIES AT NEW YORK

(Receipts reported by the USDA Marketing Service for week ended January 8, 1935, with Comparisons)

STEERS AND HEIFERS: Carcasses	
Week ended Jan. 8	11,529
Week previous	12,060
Same week year ago	12,368

COW:	
Week ended Jan. 8	1,487
Week previous	1,929
Same week year ago	1,658

BULL:	
Week ended Jan. 8	319
Week previous	859
Same week year ago	398

VEAL:	
Week ended Jan. 8	10,678
Week previous	16,684
Same week year ago	11,070

LAMB:	
Week ended Jan. 8	28,025
Week previous	23,632
Same week year ago	35,992

MUTTON:	
Week ended Jan. 8	621
Week previous	654
Same week year ago	657

HOG AND PIG:	
Week ended Jan. 8	6,106
Week previous	12,824
Same week year ago	5,459

PORK CUTS:	
Week ended Jan. 8	1,124,553
Week previous	2,141,989
Same week year ago	1,255,609

BEEF CUTS:	
Week ended Jan. 8	109,995
Week previous	143,131
Same week year ago	98,693

VEAL AND CALF CUTS:	
Week ended Jan. 8	9,312
Week previous	7,389
Same week year ago	7,741

LAMB AND MUTTON:	
Week ended Jan. 8	13,906
Week previous	15,507
Same week year ago	5,124

BEEF CURED:	
Week ended Jan. 8	21,263
Week previous	18,555
Same week year ago	19,555

PORK CURED AND SMOKED:	
Week ended Jan. 8	197,477
Week previous	193,939
Same week year ago	489,553

LARD AND PORK FAT:	
Week ended Jan. 8	7,696
Week previous	3,000
Same week year ago	16,637

### LOCAL SLAUGHTER

CATTLE:	
Week ended Jan. 8	11,772
Week previous	10,286
Same week year ago	13,223

CALVES:	
Week ended Jan. 8	9,963
Week previous	8,369
Same week year ago	12,461

HOGS:	
Week ended Jan. 8	48,015
Week previous	46,166
Same week year ago	47,412

SHEEP:	
Week ended Jan. 8	50,810
Week previous	46,430
Same week year ago	57,380

### COUNTRY DRESSED MEATS

VEAL:	
Week ended Jan. 8	5,767
Week previous	5,768
Same week year ago	6,158

HOGS:	
Week ended Jan. 8	172
Week previous	245
Same week year ago	131

LAMB AND MUTTON:	
Week ended Jan. 8	83
Week previous	142
Same week year ago	62

## WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ended Jan. 8, was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lamb
Boston, New York City Area <sup>1</sup>	11,772	9,963	48,015	50,610
Baltimore, Philadelphia	7,980	1,252	22,791	1,382
Cincinnati, Cleveland, Detroit, Indianapolis	16,729	6,182	82,863	12,813
Chicago Area	25,288	7,930	66,533	7,106
St. Paul-Wis. Areas <sup>2</sup>	29,167	35,067	128,558	14,333
St. Louis Area <sup>3</sup>	13,472	8,108	75,171	9,709
St. Paul City	8,244	9	28,396	5,900
Omaha Area	30,705	774	91,730	19,171
Kansas City	15,665	3,467	34,715	11,290
Iowa-So. Minnesota <sup>4</sup>	28,477	14,336	324,962	36,629
Louisville, Evansville, Nashville, Memphis	9,188	8,732	40,739	Not Available
Georgia-Alabama Areas <sup>5</sup>	6,677	3,328	27,942	14,116
St. Joseph, Wichita, Oklahoma City	19,203	4,693	60,780	11,116
Ft. Worth, Dallas, San Antonio	17,164	7,703	20,289	10,330
Denver, Ogden, Salt Lake City	18,115	1,136	19,023	13,845
Los Angeles, San Francisco Areas <sup>6</sup>	28,034	2,646	76,216	32,036
Portland, Seattle, Spokane	7,146	453	14,389	4,837
GRAND TOTALS	293,056	115,919	1,118,112	244,137
Totals previous week	234,684	70,902	948,988	207,159
Totals same week 1934	323,476	122,216	1,015,872	269,316

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. <sup>5</sup>Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>6</sup>Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

## SOUTHEASTERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama; and Jacksonville, Florida during the week ended Jan. 7:

	Cattle	Calves	Hogs
Week ended Jan. 7	3,583	1,706	16,214
Week previous (five days)	2,580	819	11,042
Corresponding week last year	3,293	1,310	19,847

## CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted" special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

address or box numbers as 8 words. Headlines 75c extra. Listing advertisements 75c per line. Displayed \$9.00 per inch. Contract rates on request.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER.

### POSITION WANTED

#### SAUSAGE MAKER or SUPERINTENDENT

First class man desires change. Complete knowledge of formulation, quality control, costs, yields, labor, etc. Wide experience. Best references. Age 40. Accustomed to handling large operation. W-11, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

INDUSTRIAL ENGINEER: Will develop standards for cost and wage purposes, production planning and material handling projects on consulting basis. Reasonable fee. 12 years in the meat industry. W-524, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED: Energetic, reliable married man, 34, with knowledge of meat and food lines. Experience in sales and office. Desire position with a future. Will relocate. W-12, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

RENDERING PLANT MANAGER: Experienced, capable of handling full operation from raw materials to finished products. W-13, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER: Beef operations or plant. Now manager of a highly successful plant. Have results to show. Change desired. W-14, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER or OFFICE MANAGER: 18 years' experience with major packing company, plus good accounting background. Excellent references. W-22, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

#### SALES MANAGER

Packer located near the Ohio River Valley with annual sales of \$20,000,000 is seeking an alert, aggressive man who is interested in performing the duties of Sales Manager. We prefer a man who in his present position is next in line to be Sales Manager but is not content to wait too many years for such promotion.

If you are the type person not addicted to gambling, drinking or owning a business or a farm as a sideline and possess some knowledge of advertising and sales promotion with the ability to direct salesmen, you are invited to answer this Ad, stating your age, marital status, education, present employer, experience, present salary and position you now hold.

All communications will be held in strictest confidence.

Proper members of our company are aware of this Ad obviating possible embarrassment.

W-15, THE NATIONAL PROVISIONER  
15 W. Huron St. Chicago 10, Ill.

#### FOOD TECHNOLOGIST

One of the largest independent meat packers has an opening for a Food Technologist to take charge of small laboratory. Must be able to set up new laboratory procedures and trouble shoot plant processing. Chemical Engineering background desired. Submit written application with complete biographical data including education, experience and salary expected. Applications confidential. Personal interviews to be arranged.

W-16, THE NATIONAL PROVISIONER  
15 W. Huron St. Chicago 10, Ill.

### HELP WANTED

#### SUPERINTENDENT

Wanted to take complete charge in medium sized slaughter plant. Must be well versed in beef, veal and pork operation. Plant located in Greater Kansas City area. Opportunity for aggressive man to share in profits. State experience and give references. All replies will be handled in strict confidence.

W-5, THE NATIONAL PROVISIONER  
15 W. Huron St. Chicago 10, Ill.

WANTED: AN alert aggressive young man (25-35) interested in the self service sausage business by coming up through supervision line in medium sized meat plant of good reputation. Applicants from Missouri, Kansas and Oklahoma area given preference. Write age, family status, experience, details to Box W-516, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: A western packer wants a high class fresh beef carload salesman for each territory: Atlanta Georgia, New Orleans Louisiana, Nashville Tennessee, Alabama, Mississippi. Write to Box W-517, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

TIME STUDY: Excellent opportunity for young man qualified to set time study standards in the meat packing industry. Knowledge of departmental accounting would be helpful but not necessary. GUS GLASER MEATS, INC., Fort Dodge, Iowa

SAUSAGE CASING SALESMEN WITH FOLLOWING WANTED. ALL TERRITORIES OPEN. W-8, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N. Y.

# CLASSIFIED ADVERTISING

## EQUIPMENT FOR SALE

**MODEL JSU GLOVE KNAPP BACON WRAPPING SHALLOW UNDER-FOLD MACHINE** in excellent condition complete with electric eye mechanism, magnetic counter, spare parts, etc. Package limits are 8 to 11 inches in length, 4 to 7 1/2 inches in width and a maximum height of 1 inch. This machine will be readjusted to customer's package specification and factory checked throughout before delivery. Vital parts, if worn, will be replaced. Price for this good-as-new unit is far less than half cost of a new machine. Inquiries invited.

FS-10, THE NATIONAL PROVISIONER  
15 W. Huron St. Chicago 10, Ill.

1—U. S. Bacon Slicer  
1—Lipton Smoke Unit  
1—Townsend Skinner  
1—Linker Machine  
Sausage trucks, skids and assorted items.  
Phone Oregon 3-5050, New York City.

FOR SALE: 750 pound capacity Buffalo #3 mixer, completely reconditioned, new motor and paint job. The price: \$850.00

SCHWEIGERT MEAT CO.  
2603 Emerson Ave. North Minneapolis 11, Minn.

FOR SALE CHEAP: 1—11 1/2 x 22 Steam driven Vilter Ammonia Compressor. Complete with engine. This machine is in running condition and can be inspected operating. FS-20, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: 1—Model 41-B, 2 H.P., 3 phase Buffalo Grinder with new plates. \$250.00  
R. S. WILLIAMS  
c/o Southern Saddlery Company  
Chattanooga 2 Tennessee

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We Lease Expellers  
PITTOCK & ASSOCIATES, Glen Riddle, Penna.

**LARD RENDERING PLANT:** From Vogt Company, 3 French Oil Mill cookers, 2—500 ton presses, tanks, pumps, boilers, ice machines. H. LOEB & SON, 4643 Lancaster Ave., Philadelphia 31, Pa.

FOR SALE: 1000 ft. overhead track complete with switches and scales. Excellent condition. Priced for quick sale. SOUTHERN FARMS, 3194 Midway Drive, San Diego, California.

YORK 10 x 10, model D-6, Serial No. 66851, 300 R.P.M. direct connected to 125 H.P. Burke Synchronous motor, exciter, panel board with starter—like new. H. LOEB & SON, 4643 Lancaster Ave., Philadelphia 31, Pa.

FOR SALE: One 500 ton French Press with pump; two 5 x 10 Cookers. Excellent condition. FS-519, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## EQUIPMENT WANTED

**M. and M. Hog Wanted**  
14 CE also preferred. Will consider unit in same size category. Steel rotor, roller bearings, condition must be good. Right or left hand acceptable. In reply state age, serial number, band, with or without flywheels, motor serial and plate readings and your guarantee of condition Reply. German-town Rendering Company Germantown, Ohio.

WANTED TO BUY: Used 150-200—and 300 ton hydraulic curb presses. BW-460, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: 1000 ton curb presses lard roll, filter press and cooker. Mitts & Merrill Hog. Contact Box EW-36, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N. Y.

WANTED: LARGE BONE CRUSHER FOR RENDERING PLANT. W-1, THE NATIONAL PROVISIONER, 15 W. HURON ST., CHICAGO 10, ILLINOIS.

## PLANT FOR RENT

FOR RENT: In New Jersey. 2400 sq. ft. building, modern office, 24 x 24 cooler, 20 x 20 blast freezer. Excellent loading facilities. Located 15 minutes from Lincoln Tunnel. FR-520, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR RENT: Government inspected fully equipped packing facilities in Chicago Union Stock Yards. Units from 3,000 square feet to 100,000 square feet—including coolers, freezers, abattoir, smoke houses, railroad and trucking facilities. Call Mr. Drobka or Mr. Bennett, MILLER and HART, Phone Yards 7-7200 or Financial 6-4711, Chicago.

FOR RENT: Approximately 3,000 sq. ft. of air conditioned offices and cooler space. Excellent loading facilities. Located near stock yards in Chicago. B.A.I. inspection and rail siding. Phone Cliffside 4-1626, Chicago.

## MISCELLANEOUS

WANTED: Steady supply of beef melts. Also good 5 H.P. meat grinder. Call 42278 St. Marys, Pennsylvania or write to F. W. ECKERT & SONS, Bensinger Road, St. Marys, Pa.

Established responsible Chicago boner requires 8 to 12,000 plus feet Bal cooler space with dock etc. facilities, in Chicago. Replies confidential. W-493, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PARTNER WANTED: With capital and good location for rendering plant. I have complete plant—3 cookers, two 500 ton presses, hog, trucks, pumps etc. Everything to run a plant. Will move equipment. W-514, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N. Y.

## WE NEED PORK PRODUCTS

Well established brokerage firm in Puerto Rico, U.S.A., wishes to contact a reliable source of supply of all packinghouse products, principally lard, fat backs, picnic and pigs' feet. Also frozen meats. GOBLE & JIMENEZ, P.O. Box 768, Ponce, Puerto Rico.

## MEAT SAMPLING KNIVES

Folding pocket knife for gift and advertising use. Stainless steel blade five inches long. Simulated ivory handle imprinted with your name—\$1.75 each. Write for catalog.

LOUIS M. GERSON CO.

58 Deering Road Mattapan 26, Mass.

## AM LOOKING FOR AN ADDITIONAL LINE

Now calling on sausage makers and packers in Chicago area. Selling natural casings. Could handle another line. Thoroughly acquainted. W-17, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## JOBBER WANTED

We can offer a reliable jobber exclusive line of sausage, smoked meats, sliced bacon, pork and beef. U. S. Government inspected. Plant located in Ohio. Can give fast, refrigerated delivery. W-18, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## OPPORTUNITY

Established eastern by-products trading house requires west coast representative well introduced with western packers, having practical experience handling by-products for pharmaceutical use. Knowledge of casing business desirable. References and qualifications required with first letter. Replies held in strictest confidence. W-19, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N. Y.

## 1,000,000 POUNDS

### CORN FED BEEF FOR SALE ANNUALLY

Cattle are fed out in Indiana and Kansas. \$250,000 credit needed. 25% of net profits plus 45% interest for company or individual financing this sized account. Loan fully secured by the cattle and paid off as cattle are fed and sold. Write to Box FS-21, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

# BARLIANT'S



## WEEKLY SPECIALS!

We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points. Write for Our Bulletin—issued Regularly

### Kill Floor

7524—BAND SAW: Jones-Superior #54, 36", stainless steel top, V-belt drive, 3 HP...\$ 675.00  
7287—UTILITY & VEAL SPLITTING SAWS: (2) Best & Donovan, Ser. #RBS-108 & RBS-113, 1/2 HP. motor ..... ea.  
7289—SCRIBE SAW: Best & Donovan type M-1, 110 volts, 1 phase, ser. #8-1128 ..... 325.00  
7063—DEHAIRER: Baby Boss #35A, 7 1/2 HP. 450.00  
7593—BEEF DROPPER: Anco #979, hydraulic, complete with #82 dropper hook & guide, latest style, New, in original crate .... 500.00  
7395—HOG & SHEEP CASING CLEANER: Boss #158, 2 HP. motor ..... 375.00

### Sausage Equipment

7695—TY-LINKERS: (2) automatic, model 114A, excellent condition .....\$1050.00  
7311—MIXER: Buffalo #4A, 10 HP. mtr. .... 925.00  
7718—MIXER: mechanical, 450#, a.s. bowl & shaft ..... 475.00  
7685—SILENT CUTTER: Buffalo #43B, 30 HP. mtr. & starter, recond. .... 750.00  
7728—SILENT CUTTER: Buffalo #32-B, 10 HP. motor, reconditioned ..... 650.00  
7710—SILENT CUTTER: Buffalo #27, 55# ..... 175.00  
7684—GRINDER: Buffalo #66-B, heavy duty, 25 HP. motor, recond. .... 850.00  
7709—GRINDER: Cleveland Kleen-Kut #6P, 5 HP. motor ..... 225.00  
7714—STUFFER: Buffalo, 250#, less valves... 675.00  
7711—STUFFER: Buffalo #54, hand operated, with stuffing tube ..... 135.00  
7519—BACON SKINNER: Townsend #27, completely reconditioned with new roller .... 625.00  
7512—SMOKESTICK WASHER: similar to Globe #9579, 1/2 HP. mtr., handle up to 54" sticks ..... 625.00  
7605—HAM TYERS: (6) Hunn 18", triple double wrap ..... ea. 350.00  
7648—PICKLE PUMPS: (2) Griffith Big Boy ..... ea. 125.00  
7691—MOLDS: (38) Anco #0-A, stainless steel, complete with covers, like new cond., ea. .... 12.50  
7735—MOLDS: (100) Anco #711, size #0, 5" x 5" x 12", stainless steel, like new cond., new tension springs & ratchet covers .... 12.50  
7736—MOLDS: (40) Globe Hoy #114, stainless steel, 10 1/2" x 12" cap., 12" x 6 1/4" x 5 1/2", with springs & covers. Only used few times, like new ..... ea. 12.50  
7687—MOLDS: (150) Globe Hoy #668, stainless steel, 6" cap., with covers, list price \$12.50, our price ..... ea. 5.75

### Rendering & Lard

7574—COOKER: Anco 5' x 12', used on lard, steel, flat heads, complete with steam trap, 15 HP. motor & starter .....\$1850.00  
7560—HASHER-WASHER: Jeffery (similar to Boss #702) 30" x 10" cyl., 7 1/2 HP. mtr., with separate motor on washer ..... 950.00  
7559—CRACKLING HAMMERMILL: Sedberry, size 2-V, ser. #2258, 20 HP. & V-belt... 600.00  
7393—KETTLES: Steam jacketed, stainless clad, excellent condition, tested 40#, located in Chicago.  
8-125 gal. .... ea. 285.00  
1-100 gal. .... 245.00  
10-90 gal. stainless steel inside .... ea.  
& out ..... ea. 295.00  
30-80 gal. .... ea. 195.00  
15-60 gal. .... ea. 145.00

Watch for our big 8 page bulletin, "January Special!" — now in the mails!

All items subject to prior sale & confirmation.

WRITE FOR FULL PARTICULARS

DISPLAY ROOMS AND OFFICES

1401 W. Pershing Rd. (39th St.)

U. S. Yards, Chicago 9, Ill.

CLiffside 4-6900

# BARLIANT & CO.

• New, Used & Rebuilt Equipment  
• Liquidators and Appraisers



# the New PAP-O-NET Ham Bags Give All Your Hams REAL

## Smoke Flavor

You can easily see, and readily taste the eye appealing, mouth-watering difference in Hams that have been smoked in the new Pap-O-Net Ham Bags.

This amazing new Ham Bag is made from specially developed paper yarn which has extraordinary strength. This extra strength permits Pap-O-Nets to be knit with a much wider mesh, resulting in deeper, faster, PERFECT SMOKE PENETRATION.

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Size A	\$21.75 per M for 10-12 lbs. Hams
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Size C	\$28.00 per M for 14-16 lbs. Hams
Size D	\$31.25 per M for 16-18 lbs. Hams
Size E	\$35.00 per M for 18-20 lbs. Hams
Size VII	\$57.50 per M for 22-24 lbs. Hams

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While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of a change or omission in this index.

The firms listed here are in partnership with you. The products and equipment they manufacture and the service they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.



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